the American Perfumer and ESSENTIAL OIL REVIEW

COSMETICS · SOAPS · FLAVORS

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Editorial Comment

France
Devalues Franc

On January 26, 1948, France replaced the official exchange rate of 119 francs to the dollar with a new official rate of 214.392 francs to the dollar for all export requirements.

The effect of this move may be a dislocation in pricing vanilla beans, and of French Perfumes and toilet articles; but most particularly upon essential oils and specialties.

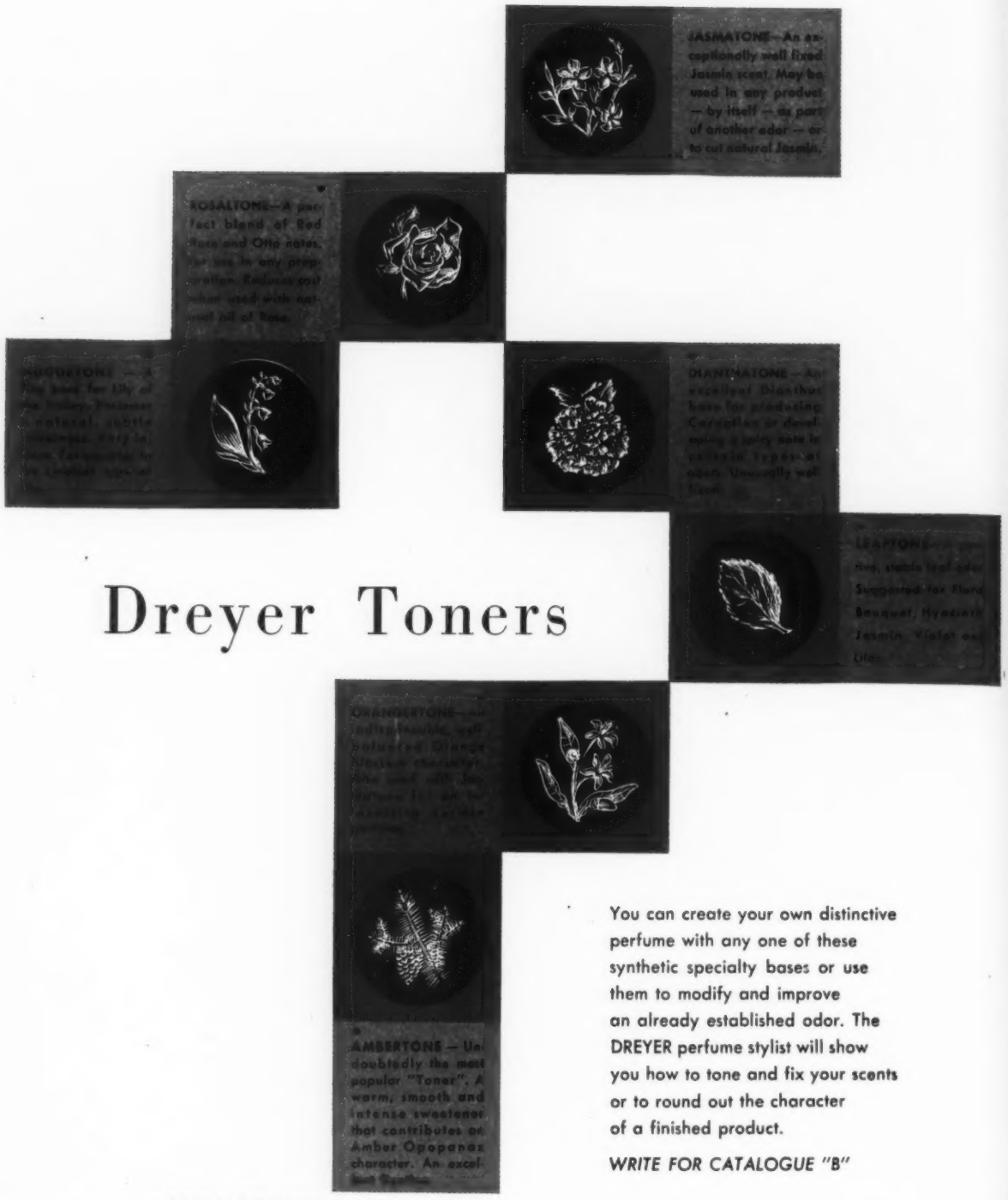
Merchandising
Note

It is interesting to note that the Fair in Chicago has broken a long-standing rule by placing competing merchandise of a same category on display together. It will spoil the effect so carefully striven for by some of our more beautifully styles lines, but will it boost sales?

And speaking of sales, why don't more home permanent wave people go beyond the instructions enclosed in the kits as to mechanical procedure. After all, a woman has a right to get tired of a hair style she has worn for months and months. A series of bulletins showing new styles and "how to do," issued monthly or semi-monthly might give a lot of people ideas, and result in sales.

Technical
Courses Offered

The number of courses treating the cosmetic and perfume industry academically is increasing. "Perfume Materials and Perfumery," Columbia University, under Edward Sagarin, continues to be more popular. A new course, "The Manufacture of Cosmetics and Toilet Preparations," under Horace Carter, is currently being given at the same university. Last Fall, Columbia offered "Evaluation and Appreciation of Perfume," under A. L. van Ameringen. Samuel Klein continues "Evaluation and Olfactory Testing of Perfume Oils," at New York University. Beginning February 17 a new course, "The Cosmetic Industry: A Technical and Production Survey," under J. George Fiedler, at New York University, promises to offer valuable information.


JASMATONE—An exceptionally well fixed Jasmin scent. May be used in any product — by itself — as part of another odor — or to cut natural Jasmin.
ROSALTONE—A perfect blend of Red Rose and Otto notes. For use in any preparation. Reduces cost when used with natural oil of Rose.
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Desiderata

by MAISON G. DENAVARRE

M. G. DeNavarre at work in his laboratory

AMUSING

Reading back through some old trade journals, I ran into an item on repairing glass lined tanks. The consultant writing the item suggested that in event a glass lined tank—or any other kind of tank for that matter—were chipped or cracked, the way to repair it was to pound into the crack a bit of gold sponge. Which is O.K. But, advised the writer (if you haven't any dough with which to buy gold sponge), a mixture of litharge and glycerin is just as serviceable. (Probably so, but how does he get by the FDA if the tank is used for manufacturing a food, drug or cosmetic?) Of course this was written about 20 years ago and things and thinking were different in those days. Lead is a dangerous thing to get into your product in more ways than one. Today there are other ways of filling cracks or covering chips in glass lined tanks.

LAB COLLOID MILL

Food, drug and cosmetic manufacturers will be glad to know that a well known maker of colloid mills has introduced a lab model that will also serve for small scale production. It duplicates the large commercial model in every way, hence is a particularly valuable piece of Pilot Plant equipment.

PASTEURIZING

One cannot help but wonder about the practicality of pasteurizing cosmetics as in the case of foods, to prevent spoilage. It is true that there is a lot of contamination from container and closure, especially the latter. But there is also a lot of contamination from air during processing as well as from the raw materials themselves. It certainly is worth more than passing mention. Naturally, one is concerned with the fate of emulsions during pasteurizing, but it no doubt could be worked out. One standard machine used in the food industry has a capacity of about 3000 pounds per hour, a capacity that would satisfy the needs of even the largest cosmetic manufacturer.

HUMIDITY

A quick reading humidity indicator using well known metallic thermometers and the wet-dry bulb technic has made its appearance. It looks like a very serviceable unit particularly with the large water jar supplied with it. This jar is covered to reduce evaporation losses. A simplified slide rule gives direct humidity readings.

STABILIZING FATS

The Hormel Institute has recently issued *Publication No. 20* which is a survey of present knowledge, researches and practices in the United States concerning the stabilization of fats. It is a 45 page booklet with over two hundred references. It is strictly a survey and as such packs a lot of stuff inside its covers. Among the anti-oxidants reviewed are propyl gallate, gallic acid, ascorbic acid, NDGA, hydroquinone, tocopherols, d-isoascorbates even triethanolamine and vanillin. It is a worthwhile publication to have on your bookshelf.

LANOLIN DERMATITIS

Ellis reports his findings in 9 cases of allergic contact dermatitis due to wool fat and cholesterol in *Arch. Dermat. Syph.*, **56**, *801, 1947*. His article is claimed to have been written in 1942. A number of the cases reported also used sulfathiazole. One specific trade named ointment base seemed to be a powerful sensitizer. In eight cases, tests on cholesterol were negative although in one case cholesterol did sensitize.

This indicates the possibility of a combination effect in the sensitization possibly due from ointment bases containing lanolin isolates, when used on patients with sulfathiazole given externally or internally. In two cases anhydrous lanolin alone produced a 3 plus reaction while the remaining seven cases showed either a 2 plus reaction or none at all.

Lanolin has been variously claimed to be a sensitizer but at no time to this writer's knowledge has there been made a wide patch testing of several hundred people using cosmetic lanolin, to establish its sensitizing properties one way or another. Nine cases is an indication, *proving* nothing.

11th INTERNATIONAL CONGRESS

This is belated recognition of the work and results of the 11th International Congress of Pure and Applied Chemistry held in London last summer (1947). Abstracts of the papers read or submitted have appeared in the trade and scientific press, but this department would like to single out some of the papers presented for comment.

Frank Atkins reported on Chemical Depilatories, giving a thumbnail history of his experience in the depilatory field. Special reference was made to British Patent *484,467* which

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describes the use of "acids formed by the substitution in an organic hydroxy-acid, of the OH or hydroxyl group by a HS or thio group (e.g., thioglycollic acid) and the salts of these acids, in a medium having an alkalinity of pH 10 and over." Atkins' paper is a review.

Gattefosse reviewed his own work as well as that of others dealing with physico-chemical data as he interprets it cosmetically. His work in this field is well known and as close as one can tell, the address is likewise a review.

Hibbott gave an address on the particle size of face powder working out the relationship between covering power, adhesiveness, waterproofness, softness of application and particle size. Ultimate particle size for 8 pigments are given. Ability of grinding machines to break up aggregates and larger particles is discussed. This likewise appears to be a review.

A number of papers dealing with essential oils, their chemistry, etc., included new work not heretofore published. Bennett's report on the Solubility Test for Citronella Oil in part justifies the report by the Essential Oil Subcommittee of the Society of Public Analysts published in December 1945. The author asked that cooperative work be undertaken by all who demand pure citronella oil to improve quality of shipments which appear to be steadily deteriorating.

Strausz discussed some chemical aspects of the aging of essential oils, especially citrus oils, on the maturing of perfume mixtures. He maintains that lemon oil citral is the same as Schmidt's iso-citral. Considerable original work is reported.

Section 14 of the Congress includes essential oils, flavors and cosmetic products. In all there were 13 papers presented. Congratulations to the British for organizing the Congress. It was very worthwhile.

QUESTIONS AND ANSWERS

680. CREAM OIL HAIR TONIC

Q: *We are interested in a formula for manufacturing a cream oil hair tonic. We list the ingredients as mentioned on the label of Wildroot cream oil hair tonic with lanolin: Liquid petrolatum, refined lanolin, oxycholesterol and cholesterol. This is an emulsion and is non alcoholic. Will you kindly send us a working formula for a similar product using the active ingredients as listed?*

N. B. A.—TEXAS

A: We do not know the composition of Wildroot Cream Oil Hair Tonic nor is it the policy of THE AMERICAN PERFUMER to analyze such products and recommend means of simulating them. However, the following formula has found considerable use as an emulsified hair dressing and we give it to you as a basis for your experimentation:

(A)

	Per Cent
Petrolatum	7.5
Mineral Oil 65/75	37.5
Lanolin (Anhydrous)	3.0
Sorbitol Sesquioleate	3.0
Beeswax (white)	2.0

(B)

Borax	0.5
Water	to make 100.0
Perfume	q.s.

Preparation: Bring (A) to 75 deg. C. Bring (B) to 75 deg. C. Add (B) to (A) slowly with moderate, but thorough agitation. Perfume at 45 deg. C., and agitate until cold.

681. FORMULA FOR DEPILATORY

Q: *We are interested in obtaining a good formula for a depilatory It would be essential that the depilatory be odorless and quick-acting. A cream type would be preferable but if this is not available, we would appreciate your suggestions.*

A. Y.—NEW YORK

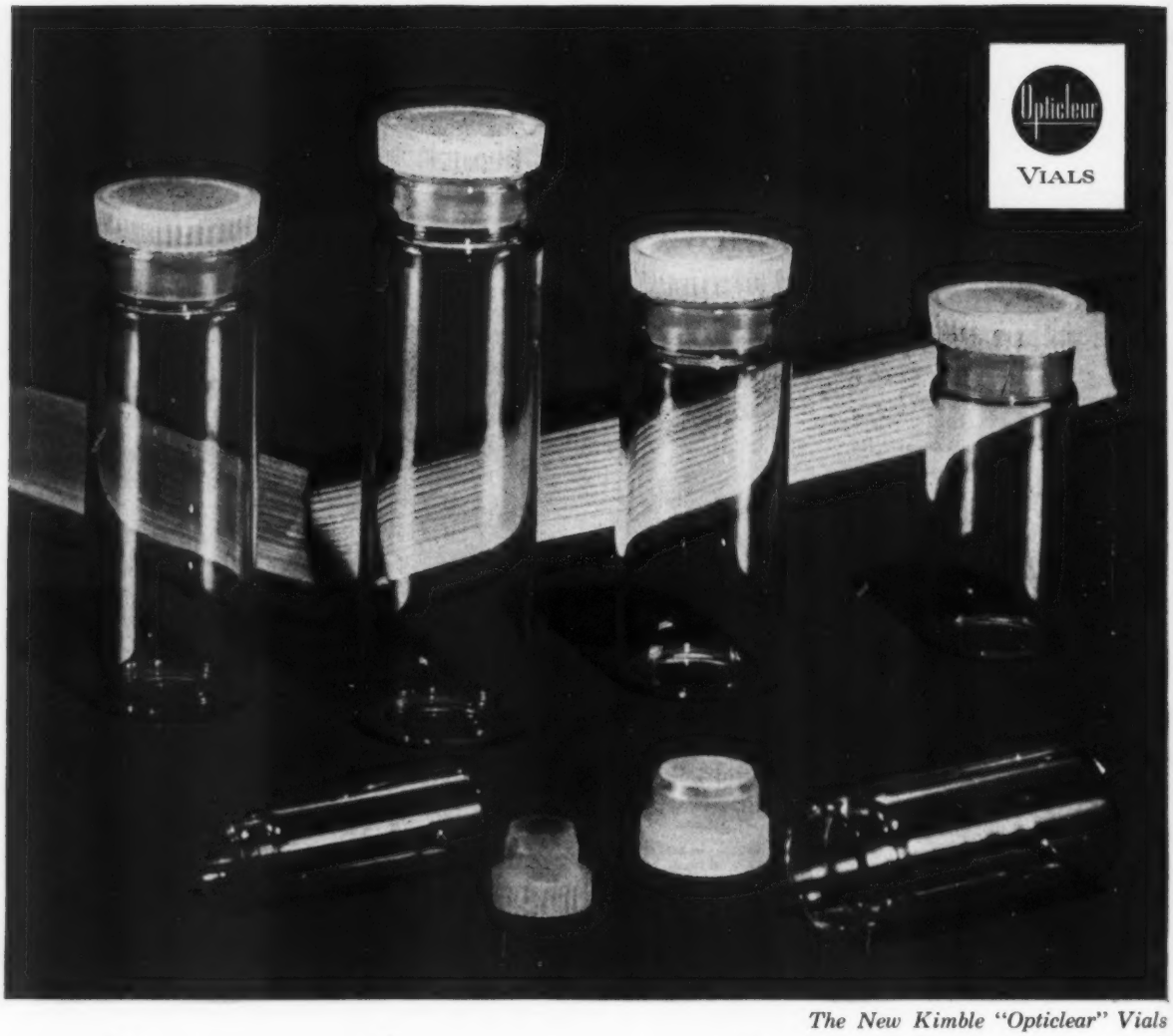
A: It would be useless to make a depilatory today that was of the old sulfide type and, therefore, we suggest that you contact Dr. E. G. McDonough, Evans Chemetics, Inc., 250 E. 43rd Street, New York 17, New York, who is co-patentee for thioglycollate depilatories with Dr. R. L. Evans of the same company. You will have to obtain a license from the patentees and it is probable that you could make either a powder or a cream type, depending on the kind you wish. In any event, thioglycollate depilatories in cream form are exceedingly difficult to produce and require the greatest care in formulation. Once you have obtained your permission, please let us hear from you and we shall be glad to give you further assistance if needed.

682. SUNTAN OIL FORMULA

Q: *We would like to obtain a suntan oil formula and wondered if you could help us. Also we would like to know of a good manufacturer of a buffer for aluminum chloride used in a deodorant cream. Does gum karaya deteriorate and how long before it is past using? We use this in our powder base and sometimes this lotion has a sour smell. Can you tell us what would cause this?*

—C. F. D., WISCONSIN

A: The suntan oil formula should consist of from 25 to 35 per cent vegetable oil and the balance mineral oil. The sun screen is usually dissolved in the vegetable oil, then diluted with the mineral oil. There are many possible sun screens, but we mention a few for your convenience. 3½ per cent of menthyl anthranilate, 1½ per cent of butyl or ethyl paraaminobenzoate, 8 to 10 per cent menthyl salicylate will give you satisfactory screening properties and are soluble in vegetable oil. The oil may be colored with a certified color and perfumed if desired. Buffers used for using aluminum chloride in antiperspirant creams are patented. A type of aluminum chloride known as aluminum chlorhydrate is already buffered and the supplier's name goes to you under separate cover. Gum karaya does deteriorate on standing, but unless your gum is more than a year old, it should be satisfactory. Deterioration is hastened by moisture and of course if the gum is infested with insects, you cannot use it. The gum ordinarily smells sour because of its high content of free acetic acid. If your powder base has a sour smell, it is probably due to fermentation and we suggest that you add 0.15 per cent methyl parahydroxy benzoate as preservative.



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Cedar Species:

THEIR GEOGRAPHIC DISTRIBUTION AND USES

An extensive cedarwood oil survey indicates that the oil from Juniperus Mexicana, having a distinctive odor, may attain extensive perfumery and soap use†

SAMUEL KLEIN, Ph.C.*

AROMATIC cedars have been prized from the earliest civilizations. Their lightness, workability, rot resistance, straight, even grain and rich red color made them favored construction timber for the temples and galleys of ancient Egypt no less than the totem poles and war canoes of early American Indians. Impressions of Juniper found in the tertiary rock of Europe indicate that the genus, in practically modern form, has inhabited the earth for millions of years.[1]

The name cedar was originally applied to species of Cedrus, a small group of conifers growing in North Africa, western and eastern Asia. The biblical Cedar of Lebanon is believed to be Cedrus Lebani, Barr. (Taxonomists consider that Cedrus atlantica, Atlas Cedar, is a closely related species.)[2] Later were included the Cedrelas, the first species of which, Cedrela odorata, L., was described by Linnaeus in 1759. Today the group Cedars include a variety of different species in many botanical families and range from the stunted prostrate shrub of the Arctic Circle to 150-foot forest giants of Oregon.

SPECIES OF CEDARS

About 60 species are recognized presently, with members inhabiting six continents. Cedars are particularly numerous in the United States, with some species in Mexico, South America and Africa. They also occur throughout the British Isles, Europe, Asia, and the southern half of Japan. The group Cedars include the genus Junipers, containing about 40 species, the Librocedrus with eight species, together with several species of Thuja, Sabina, Chamaecyparis and Cryptomeria.[3] Twenty-five of these growing in or near the United States, will be discussed here, with emphasis on their relative economic importance and value as sources of essential oil.

Chamaecyparis lawsonia; Port Orford Cedar. Ranges 200 miles from northern California to Oregon. A small amount of cedar oil is distilled. Also has local timber value.[4]

Chamaecyparis nootkatensis; Alaska Cedar. Ranges from coastal Oregon to Br. Columbia. Has local timber value.

Chamaecyparis thyoides; Southern White Cedar. Ranges from coastal Massachusetts to South Carolina, and from Tampa to southern Mississippi. Is used locally in boat building.

Juniperus Asheii, Buchholtz.[5] This small tree is considered by some taxonomists as a valid name for species elsewhere designated as J. mexicana. Others consider it to be closely related to the latter.[6] Ranges from southern Missouri and Oklahoma to central Mexico. It is a possible subsidiary source of a cedar oil, and has local timber value.

J. barbadensis; Southern Cedar. Ranges from eastern to southeastern U. S.; is thinly distributed and has little economic importance.[7]

J. Bermudiana, Linn. Ranges from Bermuda to the West Indies. This large tree is a local lumber source for use in shipbuilding and furniture, interiors, etc.

* Synfleur Scientific Laboratories Inc., Monticello, N. Y., Lecturer at New York University

The writer expresses his appreciation to Dr. Arthur Behr of Dow Chemical Co., Aromatics Division, Midland, Michigan, and to Philip Chaleyer of Philip Chaleyer Inc., N. Y., for reviewing a draft of this article and for their valuable suggestions.

† This article will be completed in the March issue of THE AMERICAN PERFUMER.

J. Californica. Carr. Ranges from Texas and the Southwest to Mexico. This and other Junipers of this area provide food for the local Indians who eat the fresh berries, and make a nutritious bread of the dried berries[1]. The timber is used locally for fence posts.

J. cerrosiana, Kellogg. Inhabits Cerros Island off the coast of lower California, which is named for this tree. It has little economic value.[8]

J. communis, Linn.; Dwarf Juniper. Ranges from Greenland to Alaska and south to Pennsylvania, Nebraska, New Mexico and Texas. It is the most widely scattered tree of the Northern hemisphere, but occurs only rarely in hill country. Oil extracted from the berry is used to flavor meats and gin. In past years the purple berry was used for household dyeing.[9] Oil of juniper is consumed in the flavor and perfume industries. It is, for example, valuable in pine and lavender formulation.

J. flaccida, Schlect.; Drooping Juniper. It is known to grow only on the high slopes of the Chisos Mts. southwest Texas and northeastern Mexico. It has no economic importance.[10]

J. gigantea, Koch. This fairly large tree is native in Mexico. It has local timber value.

J. gracilior; Red Cedar. Native in the Dominican Republic. Attains a height of 90 feet with 3½ foot diameter. It is used in local construction. Its aromatic heart wood indicates a possible perfumery application.[6]

J. monosperma, Engelmann: Sargent. Ranges from the divide between the Platte and Arkansas Rivers in Colorado to the mountain ranges of western Texas. The species is closely related to J. mexicana; it occasionally reaches 45 feet; the heart wood is fragrant. Local Indians use the fibrous bark for wearing into sleeping mats, shirts, etc. It has local value.[10]

J. occidentalis, Hooker; Western Juniper. This remarkable tree grows very slowly in exposed rocky soil. Muir believes that some ancient specimens on the Sierra Nevada are over 2000 years old. It defies the fiercest winter gales and often stands picturesquely alone on rocky domes. It has no commercial value.[7]

J. pachyploea, Torrey; Mountain Cedar. Ranges westward along the deserts of New Mexico and Arizona south of the Colorado Plateau, and grows on high slopes of mountainous southwestern Texas. Reaches a height of 60 feet with 3-5 foot diameter. Is characterized by a thick checkered bark, and is considered the most beautiful Juniper in North America.

J. sabina; Savin. Ranges from the southeastern States to Texas. The tender branches yield the volatile oil of savin which is used medically as a uterine stimulant. Its administration is known to have caused death.

J. Sabinoides; Rocky Cedar: Mountain Cedar. Ranges on the low limestone hills in the valley of the Colorado River in central Texas near Austin, and continues into Mexico. It is about 20 feet high; the heart wood is brown streaked with red, fragrant and rot-resistant. It is used locally for posts and railway ties.[4]

J. scopulorium, Sargent; Rocky Mountain or Red Cedar. Ranges from the slopes of the Rockies to western Texas and north to Washington. Is usually about 40 feet high; has local value as timber.

J. Utahensis, Lemm. This fragrant juniper was once used for fence posts. It is now rare.

Librocedrus decurrens, Torrey; Incense Cedar. Ranges from Oregon to Baja California, with thin distribution. Grows to 40 feet; has a spicy scented heart wood; only local value.

Thuja occidentalis; Arbor vita; Northern also Eastern White Cedar. Ranges with good distribution from New England west along the Great Lakes and south along the Atlantic coast to about Norfolk. It's exceedingly light wood, is easily worked and used for fence, piles, tanks and boats. A volatile oil has been derived from the wood; its odor recalls both pine and cedar.[6]

Thuja plicata; Western Red Cedar. Ranges from British Columbia to Washington, inland to Montana and Alberta, thence south to northwestern California. It is the world's largest cedar, reaching 150 feet in height and 12 feet in diameter. Formerly four-fifths of the lumber derived from this species was used for shingles. The Indians who inhabited the region in past ages selected this tree for hollowing into war canoes and for totem pole carving. The bast fibers of the inner bark provided rope and textiles for the Indians. Due principally to it's scarcity it is not commercially significant today.

From the standpoint of production of essential oil, the two species described as J. virginiana and J. mexicana are of particular importance.

J. virginiana L.; Red Cedar.[1] Occurs in two varieties; the puny shrub J. virginiana prostrata, which ranges from southern Maine to the Arctic Circle and westward along the Great Lakes to the eastern slopes of the Rockies, and the tree form. The latter is the largest and most valuable American Juniper, and is one of the most characteristic trees of eastern United States. J. virginiana is scattered from southern Nova Scotia to Tampa Bay, Florida, and westward from this line for about 1000 miles. Before the turn of the century, large groves of cedar were encountered as far west as Kansas and Nebraska. Due to indiscriminate lumbering methods, really large cedars were a rarity as far back as thirty years ago.[9]

GROWTH OF CEDARS

At present this cedar occurs with fair density from the central Carolinas and Virginia, westward to middle Kentucky, Tennessee, northern Alabama and down to Texas. In these states it grows best on hilly limestone ground that

Air view of the crude oil plant on the Guadalupe River, New Braunfels, Texas.

is unsuitable for farming. It also grows well in the deep swamp country of the Gulf States. The tree grows wild and reseeds itself; germination taking two years. To assist natural propagation the ground that is cut over is allowed to retain the very old trees and the young saplings. This ground can usually be cut over again, with a good lumber yield in about 25 years. In spite of intensive lumbering and destructive forest fires, there is, therefore, no cause for anxiety with regards to future availability of this cedar species.

Today cedar lumber is cut almost exclusively from trees averaging 25-30 years of age. The older trees, which have a larger percentage of heart wood and are richer in odorous cedar oil, are not felled because they are liable to internal infestation, which while not affecting the volatile oil, renders the wood unsuitable for cutting into boards. In past years, when a good portion of wood was purchased by pencil manufacturers who possessed distillation equipment, the older trees were cut regularly. This tended to yield a more odorous oil than is produced today.

PRODUCTION OF CEDARWOOD OIL FROM J. VIRGINIANA

Cedarwood oil from this source is obtained as a by-product from the waste wood remaining after the manufacture of closet linings, cedar chests and other wood products. Steam distillation as used by Geo. C. Brown & Co., of Greensboro, N. C., is described in reference.[11] Mr. A. L. Foster of this company which produces 4/5ths of the total production, estimates that around 300,000 pounds are distilled annually. Yield varies from 1-3.5 per cent[12] depending on the percentage of heart wood; sap wood contains no oil.

Various investigators are in fair agreement on the constants reported for this oil. The figures given in the table below list in the first column a redistilled oil, the other columns represent crude oils.

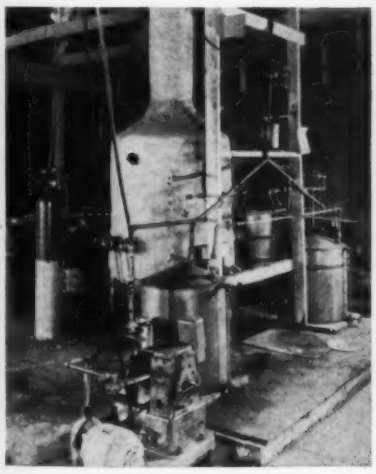
	11	11	12, 13	14 (kiln dried)
S/G at 15 deg. C.	0.938–0.952	0.951–0.960	0.943–0.964	0.940–0.944
Optical rotation	−36°	−28°–35°	−25°–42°	−40°–46°
Refract. Index at 20 deg. C.	1.5024–1.5052	1.503–1.5059	1.500–1.501	.....
Sol. in 95 per cent alc. at 20 deg. C.	1 in 3–6 vol.	1 in ½–3½ vol.	1 in 6½ vol. up to 8.5	1 in 5–6 vol.
Ester Value	.....	.....	0.25–1.25	.....
Acid Value	.....	.....	61 to 64	.....
Iodine Number	.....	.....	5.9 to 8.7	2.to 4
Saponif. Number	.....	.....		

The chemistry of the components of cedarwood oil, odor and other phases of the subject will be discussed under cedarwood oil from J. mexicana.

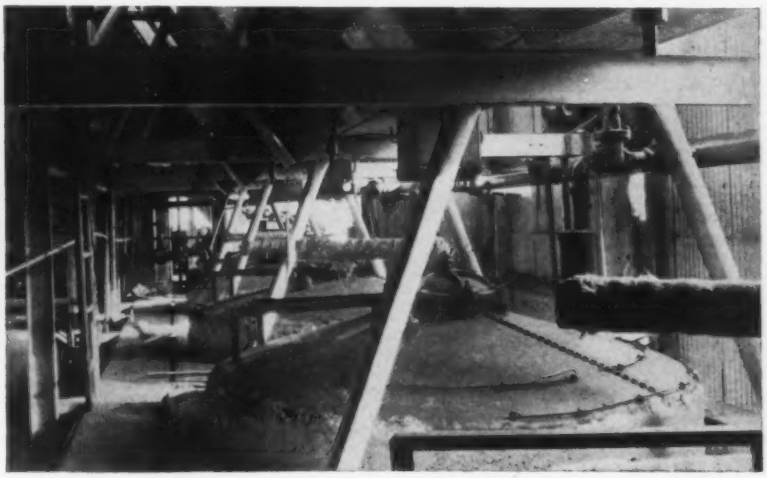
J. mexicana, Scheide, also attributed to Sprengle and Schlechtendahl. Ranges over huge areas from central Texas west and south down through Mexico to the highlands of Guatemala. It is a gnarled shapeless tree with crooked limbs, averaging 20 feet high. The irregularity of the wood precludes its use for lumber, selected sections, however, are esteemed locally for use as fence posts and house blocks. The cedar trees are densely and widely distributed in growth called cedar breaks. This species of Juniper grows very slowly on erosional slopes of limestone hills at 700-2500 foot elevation.[5] The terrain is rough, sometimes rocky, but usually deep sand with a thin soil cover. For the most part the land is untillable and useful only for grazing.

The cedar covered hills in this scenic area abound in swashbuckling history and legend. The thriving town of New Brunfels, near which the largest cedarwood oil producer is located, has been called the "Beauty Spot" of Texas. It was settled in 1845 by German colonists under the direction of Prince Charles of Solms Braunfels. In the early 1700's the Spaniards are reputed to have worked many gold and silver mines in the vicinity. Legend has it, that the Spanish overlords were driven out so rapidly by the local Comanche Indians that they were forced to leave behind large stores of treasure, which have never been located. The mines which have been uncovered thus far, have not proved sufficiently rich to warrant resumption of operations. James Bowie, hero of the Alamo, was a consistent, though fruitless, searcher for these fabled mines. In the transition period 1865-1890 every town in the area had its gunman who bullied the vicinity until a bigger or faster gunman plugged him and took over. The trackless hills were a favored hideout and rendezvous for outlaws and fugitives of every breed and description.

A type of cedar oil has been produced from J. mexicana and closely related species, at intervals during the past eighteen years. The first mill was installed by a Mr. Richardson at Rock Springs, Texas, around 1929. It was not, however, until recently that production approached stability. Further improvement and standardization of process



Fractionating still and column



Tops of the still for steam distillation of the wood

will bring this comparatively new essential oil to a status of uniformity and dependability. During the past year there were three plants in Texas producing this new essential oil.[16]

PRODUCTION OF CEDARWOOD OIL FROM J. MEXICANA

Cedarwood oil from this source is obtained as a prime product instead of a by-product as is the case with the oil produced from J. virginiana.

The distillers usually purchase the timber rights of a tract, then send in a crew to cut all usable wood. The oldest cedars growing in the poorest soil yield the richest and most odorous cedarwood oil, and are, therefore, most desired. Since dry wood is preferred for grinding and distilling, the felled timber in the form of cord wood, is left on the ground to dry as long as possible. When required, it is hauled to the mill site by truck. Dr. C. C. Albers of the School of Pharmacy, Univ. of Texas, reports the production process as follows:[16] On arrival the cedar logs are fed into a log mill or hogger for chipping. The chips are passed through two hammer mills which reduce the wood to particles that pass through a 1/16 mesh screen. Blowers then convey the comminuted wood to stills having a 21,000 pound capacity, where it is treated with high pressure steam supplied by three boilers. Sixteen hours of treatment is required to exhaust the still charge. The Southwest Cedar Oil Company distillation process is 3-6 hours in duration and results in a high grade product. The condensed steam is drawn off into receivers which retain the oil and permit withdrawal and drainage of the aqueous layer. 48-60 gallons of "crude" oil are obtained from a charge, or a yield of 1.8-2.3 per cent. One producer has reported yields up to 3.0 per cent.[17] The natural or "crude" oil is reddish colored, this can be bleached to an amber shade. When a water-white product is desired, it is obtained by redistillation in a vacuum fractionating still at reduced pressure in an atmosphere of nitrogen. Rectification entails a loss of 15-20 per cent. The "tailings" if left for some time in the still, become waxy or crystalline, due to high cedrol content. Most of the wax comes from the sapwood. Only the heartwood yields oil, containing from 3-3.5 per cent. As is the case with the virginiana, here, too, the older the tree the greater the percentage of heartwood. Total annual production of cedarwood oil from J. mexicana in the past few years has varied from 140 to 200 thousand pounds.

Before leaving this description of modern production of cedarwood oil, it is of interest to note that Rabak refers to the ancient Greek writings and says that the earliest mentioned separation of an odor from a crude substance is that of oil of cedar. This was prepared by boiling the oleoresin in water contained in an open, earthen kettle and passing the steam vapors through layers of wool which served as a condenser. The oil and water mixture was subsequently expressed by hand pressure.[18]

CEDARWOOD OIL FROM J. MEXICANA

	Crude	Redistilled
Boiling Point (ATM)	260° C.	258° C.
S/G at 25 deg. C.	0.9600	0.9525-0.9517
Optical rotation	−35.50° to −37.20°	−52.45°
Refractive Index at 20 deg. C.	1.5061	1.5032
	.....	1.5063
Sol. in 95 per cent alc. at 20 deg. C.	Complete in all proportions	
Sol. in 90 per cent alc. at 20 deg. C.	1 in 4 gives fine ppt., redissolves in 6.5	.....
Ester Value	3.20	nil
Acid Value	5.20	3.20 to 3.50
Iodine Number	126.00	114.00
Saponif. Number	8.40	3.30
Cedrol content	16.5-30%	12.50-20%
Pseudo-cedrol content	8.50% (on lower Cedrol content)	6.70% (on lower Cedrol content)

One gram of a bleached crude oil clouds on addition of 0.05 grams of alcohol, clearing on further addition of 0.500 grams and stays clear thereafter. The solubility of redistilled oils varies over wide limits depending on process and source.[19]

OPTICAL ROTATION

Optical rotation of cedar wood oil from J. virginiana has been reported to vary from −25.8 deg. to −52.1 deg. Oil derived from fresh wood yielding the former and that from old wood yielding the latter.[32] Cedarwood oil derived from J. mexicana has been reported to give optical rotation as high as −80 deg.[15] It would appear that although pretreatment is of undoubted importance, yet optical rotation should be of value in study of the components of this oil, especially in the light of the fact that these components have markedly different rotations.

Windemuth[16] fractionated a lot of 922 grams of crude cedarwood oil derived from J. mexicana at 4 mm. and obtained the optical rotation and other constants of each fraction. His results in abridged form are given in the table below.

Fraction	Amount in c.c.	Temperature deg. C.	Optical Rotation at 20 deg. C.
1.	10	66- 80	+ 4.97°
2.	9	80-100	−48.78°
3.	36	100-105	−66.11°
4.	320	105-110	−74.85°
5.	379	110-115	−63.62°
6.	37	115-120	−34.52°
7.	15	120-130	− 9.49°
8.	90	130-143	.....

Windemuth reports that fraction 8 solidified after several days, before refractive index and angle of rotation could be determined. As we would expect, he was able to recrystallize cedrol from fraction 8, using dilute methyl alcohol. The odor of the first fraction has been described elsewhere as having a distinctive cedar leaf odor and exhibiting mutarotation. The optical rotation changes to minus in the second fraction, rising to a high point in the fourth fraction and then curving down thereafter. Twenty grams or 2.17 per cent were lost in the redistillation.

OPTICAL ROTATION OF KNOWN COMPONENTS AND OTHERS POSSIBLY PRESENT IN CEDARWOOD OIL AT 20° C.

Cedranone	− 84.7 deg.
Cedrene	− 47.0 deg. to − 61.0 deg.: − 71.30 deg. has been reported[14]
Cedrenene	+138.0 deg. to +148.0 deg.: +163.20 deg. has been reported[15]
Cedrenol	± 0
Cedrenone	+ 91.3 deg.
Cedrol	+ 9.5 deg.
*Pseudo-cedrol	+ 21.5 deg.

Iodine value is an indication of degree of unsaturation of an oil. In an essential oil this may indicate reactive and usually odorous constituents. It is observed that cedarwood oil from J. mexicana has an iodine value double the figure listed for the oil from J. virginiana. This could indicate a larger proportion of odorant components.

REPORTED CONSTITUENTS OF CEDARWOOD OIL

Constituent	Percentage	Empirical Formula	Classification	Appearance and Odor
Cedrene	60-70	$C_{15}H_{24}$	sesquiterpene	mobile liquid, cedar odor
Cedrenol[30, 31]	small amount	$C_{15}H_{24}O$	sesquiterpene alcohol	crystalline, possibly inodorous
Cedrol	0-12.5	$C_{15}H_{26}O$	tertiary, 3-cyclic alcohol	crystalline, inodorous
Pseudo-cedrol	6.70	$C_{15}H_{26}O$	tertiary, 3-cyclic alcohol	viscid liquid, cedar odor

* Commercial pseudo-cedrol was determined to have an optical rotation of from +8.10° to +10.15°, in tests conducted at New York University.

Esterification with Acid Anhydrides and Acid Chlorides

How esters can be prepared with acid anhydrides and acid chlorides, and when these should be considered†

DR. KURT KULKA*

THE following lines are supposed to give a brief outline of the different ways which can be applied in the preparation of esters with acid anhydrides and acid chlorides.

Acid anhydrides are chemically closely related to acid halides. In both cases the hydroxyl of the carboxyl group is replaced by an anionic part of an acid. For example in acetic anhydride by acetoxyl "O-CO-CH_3" and in acetyl chloride by "Cl."

In the reaction of monohydroxy alcohols with anhydrides of monovalent acids, only one of the two possible acid groups is used for the ester formation, whereas the other group forms an acid.

In the preparation of esters by the interaction of an acid halide on an alcohol, a halogen acid is formed.

From the standpoint of energy, the velocity of these reactions explains the enhanced reactivity of acid anhydrides and acid halides compared with that of the respective acid.

Generally speaking, acid anhydrides or acid halides will be preferred where the respective alcohol or phenol does not readily esterify with the acid or where the acid does not readily react.

The esterification with acid anhydrides proceeds with less vigor and with less spontaneity than the esterification with the respective acid chlorides.

ACID ANHYDRIDES

Acid anhydrides of monobasic or dibasic acids react according to the nature of their reaction partners in different ways which will be outlined in the following.

1.) The anhydrides of monobasic acids react with monovalent alcohols or phenols according to:

$$\begin{matrix} R\text{—}CO \\ \quad\quad O \\ R\text{—}CO \end{matrix} + R'OH \longrightarrow R\text{—}COOR' + R\text{—}COOH$$

This reaction is widely applied for the introduction of the acetyl or other acyl groups of low molecular weight.

The anhydride in excess is brought together with the respective alcohol and a catalyst is added to the mixture.

The completion of the reaction is accomplished by heat or time according to the nature of the reactants.

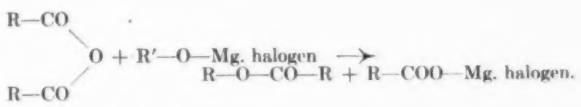
2.) The reaction of an anhydride of a monobasic acid with a sodium or potassium alcoholate or phenolate proceeds according to:

$$\begin{matrix} R\text{—}CO \\ \quad\quad O \\ R\text{—}CO \end{matrix} + R'O\text{—}Na \longrightarrow R\text{—}COOR' + R\text{—}COONa.$$

The rate of combining the reactants should be timed and controlled. To insure even distribution of the reactants agitation and dilution with an inert solvent will be advisable.

After cessation of the initial reaction—which will be preferable conducted at low temperatures—heat will favor the completion of the process.

3.) To be mentioned is the reaction of anhydrides of monobasic acids with halogenmagnesiumalcoholates according to:



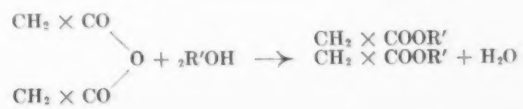
$$\begin{matrix} R\text{—}CO \\ \quad\quad O \\ R\text{—}CO \end{matrix} + R'\text{—}O\text{—}Mg.\ halogen \longrightarrow R\text{—}O\text{—}CO\text{—}R + R\text{—}COO\text{—}Mg.\ halogen.$$

This procedure was suggested by Houben[1] in order to circumvent the side-reactions which might occur when tertiary or other sensible alcohols or phenols are esterified under ordinary conditions.

Anhydrides of dibasic acids react: with monohydroxy alcohols to give according to circumstances either: ester-acids:

$$\begin{matrix} CH_2 \times CO \\ \quad\quad O \\ CH_2 \times CO \end{matrix} + R'OH \longrightarrow \begin{matrix} CH_2 \times CO\text{—}R' \\ CH_2 \times COOR \end{matrix}$$

or diesters (complete esterification) according to:



$$\begin{matrix} CH_2 \times CO \\ \quad\quad O \\ CH_2 \times CO \end{matrix} + {}_2R'OH \longrightarrow \begin{matrix} CH_2 \times COOR' \\ CH_2 \times COOR' \end{matrix} + H_2O$$

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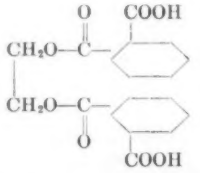
† A continuation of this article will appear in the March issue of THE AMERICAN PERFUMER.

This reaction proceeds in two steps. First the anhydride combines with the alcohol in molecular proportions to form the ester acid which reacts further with another molecule of the alcohol to give the di-ester.

The esterification of anhydrides of dibasic acids with polyhydroxy alcohols for example—phtalic anhydride and glycerol—results in complex polymerized compounds the so-called alkyd resins.[2]

Non-resinous esters derived from dicarboxylic acid anhydrides and polyhydroxy alcohols are obtained if 2 mols. of the dicarboxylic acid anhydride react with 1 mol. of the polyhydroxy alcohol. This is accomplished by applying at least 1 mol. equivalent of a tertiary base for each mol. of the anhydride brought into reaction.[3]

For example: 60 parts of ethylene glycol, 300 parts of phtalic anhydride and 200 parts of pyridine are heated together for about 48 hours to 110-115 deg. Thereafter the ester:



is precipitated with a 5 per cent HCl-solution, collected on a filter, washed with water and recrystallized.

Ester acids are the main reaction product of dibasic acid anhydrides with monohydroxy alcohols if no catalyst is used.

The reaction time and temperature furthermore the amount of the acid anhydride required, increases with growing molecular weight of the alcohol involved. Acid anhydrides if refluxed in benzol solution for several hours with primary alcohols yield the respective mono esters.

Secondary alcohols require temperatures of 100-120 deg. This fact is sometimes used to separate primary from secondary alcohols.

Tertiary alcohols do not react to give esters under these conditions. Normal monoalkyl phtalates were prepared by Goggans and Copenhaver[4] according to the following rule:

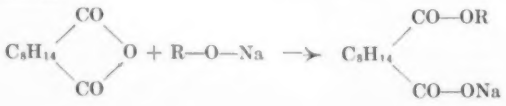
From methyl to butyl alcohol 1 g. was taken and refluxed for 30 minutes with 4 g. of the anhydride.

From amyl to octadecyl alcohol 0.5 g. were reacted with twice the required amount of the anhydride. The reaction was conducted at temperatures varying from 105-110 deg. and the reaction time increased from 30 minutes to 2 hours according to the increase of the molecular weight of the alcohol.

From nonadecyl and eicosyl alcohol only 0.25 g. were used.

Ester acids can be furthermore prepared by the interaction of the respective sodium alcoholate on the anhydride.

Bruehl[5] introduced this process for the preparation of esters of camphoric acid. He obtained for example the sodium salt of the o-methyl ester of camphoric acid by dissolving 15 g. of the camphoric anhydride in 50 cc. methanol added rapidly the equivalent amount of sodium and after cessation of the reaction removed the excess methanol.



The free ester acid is obtained if the compound is dissolved in water, acidified—for example with diluted sulphuric acid—and extracted with benzol.

Another way of preparing acid esters is to saponify one ester group of the respective di-ester.

Such acid esters and particularly the acid phtalates and succinates are often used for the purification of primary and secondary alcohols.[6]

These acid esters are prepared from the respective anhydrides and the alcohol to be rectified. By saponification of the recrystallized or distilled ester, the purified alcohol is recovered.

As the reaction of tertiary alcohols with phtalic anhydride or succinic anhydride gives either no result or dehydration of the alcohol this method cannot be applied in these cases. However, alkyl phtalates of some tertiary alcohols were prepared by reacting the respective sodium or potassium alcoholate with the anhydride; for example the acid phtalate of dl.linalool which was obtained in this way by Paolino and Divisia.[7]

PREPARATION OF ESTERS OF DIBASIC ACIDS

Complete esterification is accomplished by using an excess of the respective alcohol and a catalyst (sulphuric acid, HCl., etc.) It is usually advisable to apply an inert solvent, as benzol, toluene, etc., in order to remove the water of reaction by continuous azeotropic distillation.

Micovic describes the preparation of diethyl esters of different dibasic acids.[8]

The respective acid anhydride, about 30 times the required amount of the alcohol, 1-3 per cent concentrated sulphuric acid and toluene as the inert solvent are brought together and reacted in an efficient distilling outfit.

The distillate consisting of toluene, alcohol and water is returned to the reaction vessel after the water has been removed.

This procedure is repeated several times till the water formation has ceased, respective the calculated amount of water is collected.

Generally speaking only those acid anhydrides will find consideration which are in common use or easily obtainable, for example: phtalic anhydride, maleic anhydride, etc.

APPLICATION OF AN INERT SOLVENT

Benzol, toluene and other inert solvents—in acetylation acetic acid—may be applied in order to:

1.) keep the temperature of the reaction at a desired degree,
2.) to serve as a mutual solvent for the reactants or to facilitate agitation,
3.) to serve as a carrier in the removal of the reaction water by azeotropic distillation.
4.) to accelerate the acylation of phenols.

According to A. Kaufmann[9] acid anhydrides react readily with phenols, which are dissolved in an inert solvent.

To prepare p-acetoxybenzoic acid, 28 g. of p-oxybenzoic acid are heated with 600 cc. benzol till a clear solution results, to which 21 g. acetic anhydride are added. After 2 hours reflux, impurities are removed by filtration and the mixture reduced to 400 cc. by distilling off the respective amount of benzol. On standing over night most of the p-

acetoxybenzoic acid will crystallize. The mother liquor has to be concentrated to render more of the ester. From the remaining part the last traces of ester are precipitated with water. A. Kaufmann claims a theoretical yield of the ester.

In a similar way o-acetoxybenzoic acid (Aspirin) p-nitrophenylacetate, hydroquinone-di-acetate, can be obtained.

CATALYSIS

To speed up esterification with acid anhydrides, many catalysts were suggested and used.

Sulphuric acid, nitric acid, phosphoric acid, the organic sulpho acids, hydrofluoric acid, furthermore zinc chloride, sodium acetate, potassium acetate, magnesium perchlorate, sodium hydroxide, sodium carbonate, pyridine and other bases have to be mentioned without exhausting the possible list of chemicals which were or are used for this purpose.

The most favored catalysts are probably sulphuric acid, zinc chloride, pyridine, potassium and sodium acetate.

SULPHURIC ACID

Franchimont[10] was the first to use concentrated sulphuric acid as catalyst in esterification with acetic anhydride.

In the course of different experiments, Otto Stillich[11] proved that acetyl sulphuric acid is obtained if acetic anhydride is treated with concentrated sulphuric acid at low temperatures. At higher temperatures acetyl sulphuric acid is converted into sulphoacetic acid, which does not have catalytical power in this type of ester synthesis.

The reaction mechanism is the following:

$$\begin{matrix} CH_3CO \\ \diagdown \\ \quad O + OH\,SO_2 \\ \diagup \\ CH_3CO \end{matrix} \longrightarrow CH_3{\cdot}CO{\cdot}O{\cdot}SO_2OH + CH_3{\cdot}COOH.$$

$$CH_3{\cdot}CO{\cdot}O{\cdot}SO_2OH + OH{-}R \longrightarrow CH_3{\cdot}COOR + H_2SO_4$$

$$CH_3{\cdot}CO{\cdot}O{\cdot}SO_2OH\text{—heat} \longrightarrow \begin{matrix} CH_2COOH \\ | \\ SO_2OH \end{matrix}$$

Sulphoacetic acid.

As illustrated before acetyl sulphuric acid is able to replace its acetyl group with a hydrogen ion yielding in our case sulphuric acid, which again reacts with acetic anhydride. Therefore, as this process can go on indefinitely, the use of a small amount of sulphuric acid—usually 1-3 per cent—readily serves its purpose. In this connection the more recent investigations of Carl J. Malm, Leo J. Tangle and Barbara C. Laird[12] on the action of sulphuric acid in the preparation of cellulose acetate are of interest. The slowness with which cellulose undergoes chemical reactions, places either acid halides or acid anhydrides in front of the desirable acylation agents. Cellulose acetate is generally prepared by reacting cellulose with acetic anhydride at temperatures of about 60-100 deg. F. in the presence of acetic acid, using 5-10 per cent of sulphuric acid as catalyst.

It was found that the sulphuric acid combines quantitatively with the cellulose in the first stage of the reaction. Then the sulpho group is gradually replaced by acetyl.

The formation of sulphoacetic acid is retarded by the acetic acid present. The application of sulphuric acid is usually not recommended when dealing with tertiary or other sensible alcohols. At higher temperatures even traces of this acid are able to cause polymerization, isomerization, etc.

However J. S. Kizber, V. J. Jsagulyants and E. K. Smolyaninova, report[13] that they acetylated linalool which was present in an amount of 70-80 per cent in a fraction of coriander oil, with acetic anhydride, using an insignificant amount of a complex of sulphuric acid-acetic anhydride or phosphoric acid-acetic anhydride as catalyst.

Previously Vatsche Isagulyantz and E. Smolyaninova describe the preparation of linalyl acetate in the following manner[14]: 120 Kg linaloe oil (containing about 70 per cent linalool) are combined with 90 Kg. acetic anhydride (which has to be at least 90 per cent pure). An amount of 0.6 Kg. of a mixture of 90 per cent acetic anhydride and 10 per cent orthophosphoric acid is added under agitation. The temperature raises gradually to 31-40 deg. and after mixing for 2 days the reaction mass is permitted to rest for 12 hours. Thereafter it is washed with 20-30 liter water, neutralized with dil.Na_2CO_3-solution, dried with Na_2SO_4 and distilled.

R. Ciusa and G. Sollazzo[15] acetylated monohydroxy phenols, polyhydroxy phenols and alcohols with acetic anhydride using 7-8 per cent concentrated phosphoric acid as the catalyst. In some cases a violent reaction occurred.

Sodium acetate, potassium acetate, zinc chloride, zinc, magnesium, etc., are used as catalyst and applied for example in the preparation of tertiary butyl acetate.

According to Norris and Rigby[16] this ester is prepared in the following way:

100 cc. tertiary butyl alcohol (commercial)
100 cc. acetic anhydride
1 g. zinc dust (or magnesium)

are refluxed for 2 hours. The reaction product is fractioned and the section boiling at 98 deg. refluxed with 50 cc. acetic anhydride. Yield: 94 per cent.

Another procedure given by the same authors consists or permitting a mixture of:

10 cc. tertiary butyl alcohol
10 cc. acetic anhydride
0.004 g. anhydr. zinc chloride

to stand for 12 hours at room temperature or to be refluxed for 1 hour. A theoretical yield is claimed.

A somewhat similar process[16a], uses:

2.1 mol. tertiary butyl alcohol
2.1 mol. acetic anhydride
0.5 g. anhydrone zinc chloride.

The mixture is slowly heated and finally refluxed for 2 hours. After working up the reaction product a yield of 52-60 per cent is obtained.

GERANYL ACETATE

Geranyl acetate was produced by O'Donoghue, Drum, Ryan[17] by heating geraniol, acetic anhydride and sodium acetate for 1 hour to 140-150 deg.

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[1] B. 39, 1736, 1906.
[2] J. Am. Chem. Soc. 51, 509, 1929.
[3] Kodak Pathe, Fr. Pat. 761,951.
[4] J. Am. Chem. Soc., 61, 2909.
[5] B. 25, 284: B. 25, 1796.
[6] Piccard and Littlebury, J. Chem. Soc., 91, 1973.
[7] Att. acad. Lincei (5) 23, 226, 1914.
[8] Bull. Soc. Chim. (5) 4, 1661-9.
[9] B. 42, 3480.
[10] B. 12, 1941, 1879.
[11] B. 38, 1241, 1905.
[12] Ing. and Eng. Chem., January 1946.
[13] Sintezy Dushistykh Veshchesty, 1939.
[14] Russian Pat. 31, 430.
[15] Ann. Chim. Applicata, 33, 72-3, 1943.
[16] J. Am. Chem. Soc., 54, 2088.
[16a] Organic Syntheses, Vol. 24.
[17] Scient. Pro. Roy. Dublin Soc., N.S. 19, 120.

AASGP Holds 2-Day Meeting

TOTAL registration for the two-day convention of the Association of American Soap & Glycerine Producers (its 21st), held at the Waldorf-Astoria Hotel, January 28-29, was 583 persons. Exclusive of representatives of the press, Government personnel, association staff, etc., it is estimated that 400 representatives of the soap and glycerin industry were present. They came from all over the country to attend the meeting.

George A. Wrisley, president of the Association

Lewis Jones directs Purchase Information Bureau

Following an address of welcome by President George A. Wrisley, the convention got under way with an address by Leo M. Cherne on "General Business Outlook in 1948." Mr. Cherne, executive secretary, Research Institute of America, saw no depression in prospect for this year and probably not in 1949. He cautioned his audience, however, on long-term commitments. The strongest force toward upward prices, in the speaker's opinion, will be a third round of wage increases. Mr. Cherne advised his hearers to base their labor relations on the assumption that the Taft-Hartley Act will continue unchanged throughout the year.

Dr. Morris Fishbein, editor, *Journal of the American Medical Association*, addressed a luncheon meeting on "Program for a Clean America."

Aside from a talk by the association counsel, Adrien F. Busick, on "Legislative Problems Confronting Our Industry," the remainder of the afternoon was devoted to business meetings and to association programs which may be put into effect at a future date.

The morning of January 29 was devoted to a number of group meetings. There was a meeting on Package and Wrapper Design for Sales Appeal, one on Potash Soap, one on Bulk, Chips, Flakes and Powders and one on Glycerin.

John O. Brownell introduced the panel on Package and Wrapper Design and Henry Howlett acted as moderator. Speakers were: Egmont Arens, industrial designer, "The Psychology of Impulse Buying"; Willard F. Deveneau, former editor of *Modern Packaging* and now in charge of merchandising for the National Folding Box Co., Inc., "Modern Packages Will Increase Your Sales"; and E. H. Balkema, packaging engineer and package production executive with the Colgate-Palmolive-Peet Co., "Implementing the Packaging Program in Your Plant."

The group on potash soaps was under the joint chairmanship of Walter F. Straub, J. L. Brenn, Melvin Fuld and Charles Solly. The only scheduled speaker was Dorothy Bayles of the U. S. Department of Commerce, who spoke on "Sources and Value of Fats and Oils Statistics and How to Use Them."

The subject of glycerin was taken up by Dr. C. S. Miner, Jr., The Miner Laboratories, in "Current Glycerin

Directors and officers shown above are: G. R. Fulton, N. S. Dahl, V. Levinson, E. W. Wilson (representing D. M. Flick), M. Mundheim, L. J. Evans, R. R. Deupree, E. H. Little, R. H. Young, C. D. Poland, G. A. Wrisley, W. F. Straub, R. C. Edlund, C. Luckman, E. A. Moss, and R. O. Buckholt (representing E. M. Finehout)

Problems"; Allan P. Ames and Joyce Cotter, Association Glycerin Publicity Department. "The 'New Look' for Glycerin," and Benjamin Harris, Emulsion Corp., "Monoglycerides—Facts and Fable." The meeting was conducted under the chairmanship of N. N. Dalton, association consultant. A question and answer period was held.

According to George H. Johnson, general manager of the American Institute of Laundering, U. S. Laundries bought an estimated $16,000,000 worth of soap to produce a record $800,000,000 worth of laundering service in 1947. Preliminary figures show laundry sales were up 10 to 12 per cent over the 1946 figure, the previous record. In 1946, laundries spent 2 per cent of their sales dollar for soap and soap builders. Professional laundries now serve 37 per cent of 24,500,000 urban families. The laundry trade consists of 6,500 commercial laundries, 900 linen supply plants, 150 industrial laundries and 6,000 institutional laundries. Mr. Johnson stated "it is gratifying to note that nearly all of the major soap manufacturers have devoted a great deal of staff time and research to a study of the problems of the laundry industry."

Dr. Anthony M. Schwartz, research associate of Harris Research Laboratories, in discussing "New Developments in Textile Soap and Detergent Uses," elaborated upon such subjects as Relations of Soap and Other Surface Active Agents, Emulsification, Wetting and Detergency, Soaps and Synthetics, Wet Textile Processing, Residual Detergents Left in Textiles, Testing and Evaluating, Emulsifying Agents, Wetting Effects and Dye Leveling, etc. In discussing possible developments in this field, Dr. Schwartz said: "As a result of present and future competitive trials soap will doubtless be replaced in certain operations where it never was fully satisfactory. In other operations it may become more firmly entrenched."

"There are not very accurate figures available on the amount of wetcleaning soap and detergents used annually in the drycleaning industry. After making some inquiries, we have secured a figure of 30 million pounds per year, but this may be slightly high." The foregoing was an estimate given by George P. Fulton, research associate of the National Institute of Cleaning and Dyeing. Mr. Fulton said: "The drycleaning industry is a growing industry. During the last 12 years it has tripled in volume, and in 1948 approximately a billion dollar business will be done.

In a panel discussion on the Fats and Oils Outlook, talks were given by Fred I. Rossiter, Office of Foreign Agriculture Relations; Charles E. Lund, U. S. Department of Commerce; George C. Prichard, Fats and Oils Branch, U.S.D.A.; Roy W. Peet, chairman, American Fat Salvage Committee, and N. N. Dalton association consultant. Other members were John B. Gordon, Wilder Breckenridge and Don Pfeiffer.

Mr. Lund stated that we will need to import 300,000,000 pounds of fats and oils to maintain a domestic consumption equal to that of last year. Domestic production should be slightly greater than that of 1946-47 crop year. Domestic needs should not be less than last year. It appears that supplies of soap fats will be at about the same level as last season. The Philippine exports of copra and cocoanut oil last year reached 1,000,000 long tons, an all-time high.

Mr. Rossiter said that world production of fats and oils was 10 per cent greater last year than in the preceding year, but was still 10 per cent below the pre-war average. Mediterranean olive oil, peanut oil totals and palm oil are all well up in volume, although tallow and lard will fall below last year's production.

J. Frank Perrin, Office of Defense Transportation, in presenting "Transportation in 1948," said: "Looking forward I do not believe that the transportation situation this year will be much better than 1947. Certainly it will be no worse."

Kenneth T. King, manager of Fine Chemical Division, E. I. du Pont de Nemours & Co., presented "Synthetic Detergent Industry and its Relationship to the Soap and Chemical Industries" in a panel discussion on "Synthetic Detergents in 1948." Other members were: H. E. Bramston-Cook, Oronite Co.; Lawrence H. Fleet, National Analine Division; Dr. Anthony M. Schwartz, Harris Research Laboratories; John W. McCutcheon, consulting chemist, and Dr. R. M. Simington, E. I. du Pont de Nemours.

Members of the Board of Directors and officers elected were: G. R. Fulton, Beach Soap Co.; N. S. Dahl, Stanley Co. (treasurer); V. Levinson, J. Levinson & Sons; D. M. Flick, Armour & Co.; M. Mendheim Lightfoot Schultz Co.; L. J. Evans, Iowa Soap Co.; R. R. Deupree, Procter & Gamble Co.; E. H. Little, Colgate-Palmolive-Peet Co. (vice-president for the East); R. H. Young, Davies-Young Soap Co.; C. D. Poland, Poland Soap Works; G. A. Wrisley Co., Allen B. Wrisley Co. (president); Walter F. Straub, Antiseptol Co.; Roscoe C. Edlund (association secretary and manager); Charles Luckman, Lever Brothers; E. A. Moss, Swift & Co.; and E. M. Finehout, Los Angeles Soap Co. (vice-president for the Far West).

An address by the Hon. Paul V. McNutt was the high point of the Thursday luncheon. That evening entertainment was provided from talent of the four radio networks.

Dr. A. M. Schwartz, N. N. Dalton, L. H. Fleet, G. Wrisley, K. Y. King, R. C. Edlund, H. Bramston-Cook, R. M. Simington and J. W. McCutcheon in detergent panel.

J. L. Brenn, Walter Straub, Dorothy Bayles and Charles Solly talk potash soap.

Essential Fire Safety

Working with flammable oils and chemicals, van Ameringen-

S. G. FRECK* *Haebler solved the problem of fire protection*

PLEASING the tastes and noses of millions is a full-time job to van Ameringen-Haebler, Inc., of Elizabeth, New Jersey, where production of aromatics and flavors continues 24 hours a day, supplying essential oils to the nation's biggest manufacturers of perfumes, soaps, beverages and prepared foods.

SUPPLIES TO SOAP MAKERS

Never stumped by an odor, van Ameringen chemists and technicians for the past 30 years have reproduced, naturally and synthetically, marketable aromas both on demand and from their own inspiration. Among their clients are numbered many of the nation's outstanding toilet goods and soap firms. But the bulk of their production, 100,000 lbs. of phenol-ethyl-alcohol per year, goes to soap makers. A vital ingredient of rose scent and other soap and perfume essences, phenol-ethyl-alcohol is also an indispensable staple to perfumers as well as soap manufacturers.

Working with highly flammable oils and chemical reagents in the production of "phenol" and hundreds of other essences, van Ameringen-Haebler has solved the problem of protecting their valuable plant against fire. With the installation of carbon dioxide built-in fire protection systems and portable stand-by extinguishers, fire hazards in the research laboratory, pilot plant and "phenol" processing room have been reduced to an absolute minimum.

The heart of the plant, the "phenol" processing room, is fully protected by a carbon dioxide automatic flooding system, totally self-contained and on guard day and night. The unique hazards here are three floors of huge connecting vats in which extremely combustible liquids, such as benzine and ethylene oxide, are combined and progressively reduced to phenol-ethyl-alcohol. As a fire hazard in the home, benzine needs no introduction. A 5 per cent concentration of benzine in the air is sufficient to overcome a roomful of people, while its low flash point of 136 F. makes it extremely dangerous. A fire in the processing room would obviously spread too quickly for ordinary manual fire-fighting measures. But let's take a look at the automatic flooding system that stands ready to saturate the room with fire-smothering carbon dioxide.

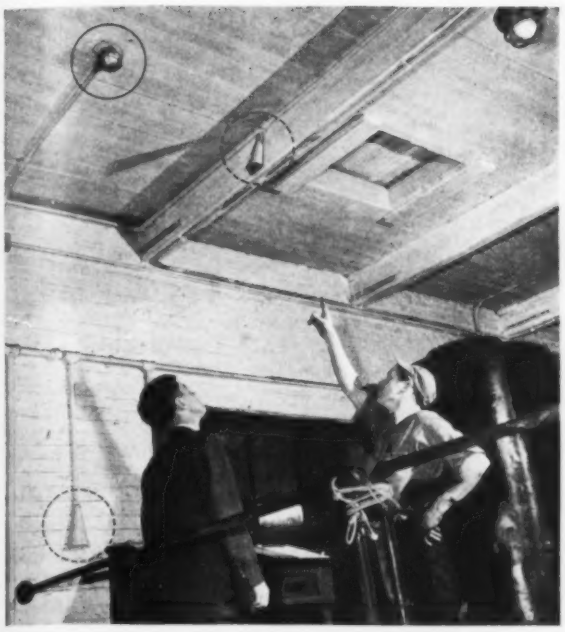
Seventeen 50-pound cylinders of carbon dioxide, stored in a shed next to the processing building, are the system's supply and power source. Connected to the cylinders is a simple piping system which leads to discharge nozzles located at all danger areas. Stored as a liquid under a pressure of 850 pounds per square inch, carbon dioxide, upon release from the discharge nozzles, expands to 450 times its stored volume, effectively blanketing the entire danger zone with carbon dioxide. Each of the three floors is protected by eight strategically-spaced shielded nozzles, while "curtains" of carbon dioxide are discharged across windows by 11 screening nozzles mounted six inches above casement windows. These screening nozzles keep the air out to guarantee top effectiveness of the extinguishment.

When fire breaks out, nobody needs to pull switches or run to the telephone. It's all taken care of by the brains of the system. Fire detectors, mounted on each of the four ceilings of the processing room, work with more than

* Manager, Industrial Division, Walter Kidde & Co., Inc.

Hydroxy-citronellal tank, a potential hazard, is fire-safed by four carbon dioxide discharge nozzles aimed at tank interior

Carbon dioxide is discharged as a cloud of white "snow", assuring total, three-dimensional penetration of fire-killing agent



human efficiency in releasing the system. No fire needs to touch these detectors; they react immediately to any rapid rise of temperature and perform automatically all the jobs of a well-trained fire department.

Let's assume fire breaks out on the top-floor vat of the processing room. A pressure wave from the fire detector releases carbon dioxide from the cylinders. As the gas is released it activates pressure-operated trips which automatically close all doors, thereby shutting off outside sources of fire-supporting air. A pressure switch, released at the same time, kills the fuel supply by turning off the benzine pump, and the carbon dioxide gas is freed to do its work.

Fires can't burn without oxygen. Thus, a room full of carbon dioxide is as deadly to flames as a tank full of water. The huge quantity of inert carbon dioxide released in the processing room lowers the normal oxygen content of the air from 21 per cent to around 15 per cent, at which point combustion cannot be sustained. In addition, the gaseous nature of carbon dioxide has assured three-dimensional penetration to every corner and crevice; and when flames are smothered, there's no trace of the extinguishing agent left on equipment or material.

While the carbon dioxide system is fully automatic, it can also be manually released by a Break-Glass local control box located on the outside of the building. Completely self-contained and self-powered, the system needs no outside source of energy, requires no annual recharging, and will not freeze or spoil with age.

In the research laboratory and pilot plant of van Ameringen-Haebler, teams of scientists and technicians are constantly at work on new projects and developments in aromatics involving benzine, alcohol, ether, citronellal, and scores of other combustible agents. Almost within arm's reach of every laboratory and plant worker are carbon dioxide portables which speedily smother incipient fires.

The chemistry of perfume aromatics and food flavors being closely related, both divisions at the Elizabeth plant employ similar chemical techniques and both are equally well protected by carbon dioxide. One novelty is the plant kitchen, where new flavors are cooked into cakes and cookies. Served to employees at odd moments during the working day, new flavors democratically judged by employee reaction, are accordingly forgotten or placed in commercial production.

van Ameringen-Haebler's commercial interests are as widespread as its contributions to the perfume and food industries at home and abroad.

Top: Ceiling of oil processing room showing discharge nozzles (dotted circle) and fire detector (solid circle). The fire detector reacts immediately to any rapid rise of the temperature, releases gas from cylinders, closes windows and ventilators and turns off benzine pump

Center: Break-glass local control box on outside if processing building provides for the manual release of entire carbon dioxide flooding system. Black box next to the local control is the pressure switch. Activated by pressure from the carbon dioxide the switch automatically turns off the benzine pumps at the outbreak of fire

Bottom: Carbon dioxide discharge nozzle protecting pump area of essential oils processing room. 24 strategically placed nozzles, eight per floor, stand ready to saturate entire processing room with fire-smothering gas, lowering air's normal oxygen content from 21 per cent to around 15 per cent, a point where combustion cannot be sustained

Potash Soapers Broaden Base

THE Soap and Detergent Manufacturers' Association formerly the Potash Soap Association, has broadened its base for membership to include all manufacturers of cleaning materials in all fields. Associate membership is open to firms dealing in containers, service, raw materials, etc. The change-over in name was effected January, 26, 1948, at which time the new association was formed.

Preceding the meeting of the association, an informal get-together sponsored by a group of members headed by Charles B. Solly of the Harley Soap Co. as chairman, was held at the Hotel Biltmore the evening of January 26. Snacks, refreshments and entertainment were enjoyed by the guests.

Following an address of welcome and a report by President Herbert Kranich, the formal papers were presented to over 150 guests and members.

The addresses were: "Commercial Fatty Acids—Their Manufacture, Composition and Utility," Dr. Robert F. Brown, Emery Industries, Inc.; "Government Aims in Adopting Performance Specifications for Soap and Detergent Purchases," Harry Fleisher, chairman, Federal Specifications Board and Committee on Detergents; "New Concepts and Trends in the Detergent Field," Dr. Anthony M. Schwartz, Milton Harris Associates; "Legislative and Administrative Developments of Interest to Soap and Detergent Manufacturers," John B. Gordon, Washington representative, Bureau of Raw Materials for American Vegetable Oils and Fat Industries; "Organic Sequestering Agents: Their Use in Soap Products," H. W. Zussman, Alrose Chemical Co.; "The Dermatological Action of Skin Cleansers," Dr. Louis Schwartz, consultant on dermatology, former Chief of Office of Dermatology, U. S. Public Health Service; and "Fat and Oil Supplies and the Probable Pattern of Domestic Controls," George L. Prichard, Director, Fats and Oils Branch, P. M. A., U. S. Department of Agriculture. These were followed by a panel on fat and oil supply, technical matters, fatty acids, synthetic detergents, wetting agents and containers.

Mr. Prichard informed his audience that no increase in the proportion of fats and oils going to Europe from this country is contemplated under the European relief program.

The directors of the association are: A. Roy Allison, The Stevens Grease and Oil Co., New York, N. Y.; Dudley Bachrach, Clifton Chemical Co., New York, N. Y.; W. B. Eddy, Rochester Germicidal Co., Rochester, N. Y.; Bernard Freudenthal, Chemical Service of Baltimore, Baltimore, Md.; E. O. Gillam, Gillam Soap Works, Ft. Worth, Texas; V. W. Haag, Haag Laboratories, Inc., Blue Island, Ill.; Herbert Kranich, Kranich Soap Co., Brooklyn, N. Y.; W. R. Markland, John H. Breck, Inc., Springfield, Mass.; A. G. Peck, Peck's Products Co., St. Louis, Mo.; Frank J. Gollnow, Jr., Vestal, Inc., St. Louis, Mo.; Albert Selig, The Selig Co., Atlanta, Ga.; George L. Simmons, U. S. Sanitary Specialties Corp., Chicago, Ill.; Charles B. Solly, Harley Soap Co., Philadelphia, Pa.; Dr. Vladimir Tuma, Buckingham Wax Co., Long Island City, N. Y.; H. W. Zussman, Alrose Chemical Co., Providence, R. I.

Officers elected were: Herbert Kranich, president; Bernard Freudenthal, Eastern branch vice-president; E. O. Gillam, Western branch vice-president; Charles B. Solly, treasurer; and Andrew Federline, executive secretary. The home office of the association is located at 723 15th St., N.W., Washington 25, D. C.

A steering committee of the association met in Philadelphia February 4.

Albert Selig, H. W. Zussman, Dr. Vladimir Tuma and Bernard Freudenthal confer before the meeting

H. Wolf, A. P. Lee, Harry Stevens and Clarence Weirich talk shop

Donald Federline, Andrew Federline, Herbert Kranich and Herbert Kranich Jr., father-and-son teams

New Law Suits Explained

LEO T. PARKER*

VERY infrequently do the higher courts render so many interesting and informative decisions involving our readers, as have been rendered during the past few months. The great importance of readers knowing about these modern and new law suits is apparent. With this new legal information avoidance of similar legal controversies should be simplified. Also, these new citations may be used to win unavoidable law suits. Any reader who desires all details of any cited decision may read the complete case in any good library.

TRADE-MARK LAW

The courts prohibit use of similar trade-marks on merchandise in the same *general* classification. This is so to prevent confusion and the deception of purchasers.

For instance, in Skol Co., Inc., v. Olson, 151 Fed. (2d) 200, it was shown that two manufacturers used the trade-marks "Skol" and "Skoal."

The Skol company uses its mark "Skol" on its Sun Tan Lotion. The other manufacturer is engaged in bottling mineral water and uses the trade-mark "Skoal" on its bottled beverage.

The higher court held that it is illegal for both manufacturers to use these trade-marks, although the bottler argued that mineral water is not in the same classification as Sun Tan Lotion. This court said:

"The merchandise is, or is likely to be, sold in the same class of markets, for example: drug stores, department stores, and beach pavilions. Under the law, similarity of sound is of itself sufficient to constitute confusing similarity of marks when the marks are applied to merchandise of the same descriptive properties."

REGISTRATION REFUSED

The owner of a registered trade-mark may prevent registration of another trade-mark on similar merchandise if the sound or cadence of the two marks is similar.

For illustration, in Parfum L'Orle v. McKesson & Robbins, 152 Fed. (2d) 1022, a company filed in the United States Patent Office an application for registration of the trade-mark "Lorodo" for "a deodorant in solid form." A manufacturer which had for many years used the trade-mark "Yodora" on a deodorant opposed registration of the mark "Lorodo".

Both the Examiner and the Federal court held that the merchandise of both the company and manufacturer possesses the same "properties" likely to cause confusion among the public. Therefore, registration of the mark "Lorodo" was refused. This court said:

"The expressions 'Lorodo' and 'Yodora' are not particularly similar in appearance, but the cadence or lilt of one when uttered is quite similar to that of the other."

TAX LAW

In United States v. Los Angeles Soap Company, 153 Fed. (2d) 320, the Los Angeles Soap Company, which is a processor of coconut oil in the Philippine Islands, was required by the authorities to pay a tax of 3 cents per pound on the oil imposed by Section 602½ of the Revenue Act of 1934, 26 U.S.C.A. Int. Rev. Acts.

In anticipation of a law suit, involving taxes, this company deposited with the tax collector from $28,000 to $52,000 each month for several months, and later filed suit to restrain the collector from collecting any tax on the ground that the tax law is unconstitutional.

The higher court held the tax law valid and, also, held that although the company had deposited money equal to the tax, such deposits were *not* payments of the taxes, and hence the company was required to pay interest on the delinquent taxes.

CONTRACTS BASED ON FRAUD

Modern higher courts consistently hold that no one can enforce a contract based on fraud.

For illustration, in Severance v. Knight Co., 164 Pac. (2d) 522, it was shown that a company was about to become insolvent. The president of the company and an employe signed a contract by which it was agreed that the company would sell to the employe merchandise for $8,000, although it was worth $31,450.

The company did not become insolvent and the employe sued the company to compel it to fulfill the agreement. The higher court refused to enforce the contract.

LEAKS OIL

Considerable discussion has arisen from time to time over the legal question: Which of the two, the buyer or seller, is responsible for leakage of oil from a car?

In Blytheville Cotton Oil Co. v. Kurn, 155 Fed. (2d) 467, a buyer and seller had entered into a written contract for purchase of 60,000 pounds of cottonseed oil. The contract provided that the purchaser would furnish the tank car but the seller was required to inspect the car before loading. The car was furnished by the purchaser and it was a standard tank car equipped with the usual screw type main outlet valve operable by a hand wheel on the top of the car. Under the car was a secondary outlet pipe, to the bottom of which was screwed a cap.

When the buyer's employes loaded the oil they manipulated the hand wheel until *it seemed* to them that the main outlet valve was seated. During transit all of the oil leaked out of the car. The purchaser sued the seller

*Attorney-at-Law, Cincinnati, Ohio

to recover damages for loss of cottonseed oil shipped.

The higher court held in favor of the buyer and said:

"It is clear that Humbo (purchaser) is entitled to a judgment. It paid its money and failed to get the oil."

MANUFACTURER NEGLIGENT

Modern higher courts consistently hold that a manufacturer who owns a dangerous "thing" owes a legal duty to *every* person. Thus, a manufacturer may be liable in damages if he sells a product injurious to certain persons, although other persons are not susceptible. Manufacturers of perfume must realize that consumers are likely to apply the contents to the skin, so held a higher court.

For illustration, in Carter v. Yardley & Co., 64 N. E. (2d) 693, the testimony showed that a woman bought at a retail shop a bottle of perfume. Later she suffered a second degree burn when she applied the perfume to her skin. She sued the manufacturer of the perfume for damages.

During the trial the woman introduced the testimony of two witnesses and a qualified expert physician to the effect that each of them had applied to his or her own skin perfume from the same bottle and that it had irritated, inflamed and injured the skin.

In holding the woman entitled to recover heavy damages from the manufacturer, the higher court said:

"In this case the defendant (manufacturer) had full control of the manufacture of the perfume and the filling of the bottle . . . The evidence in question was properly admitted to show the probability that the injury to the plaintiff was caused by some harmful ingredient in the perfume rather than by her own peculiar and unforseeable susceptibility. The jury could infer that the skin of the plaintiff (woman) and of each of the witnesses was normal."

For comparison, see Kaffenberger v. Kremer, 63 Fed. Supp. 924, where a suit was filed against the Roux Distributing Co. to recover damages for injuries to a woman caused by the application in a beauty shop of an allegedly defective hair dye manufactured by the company.

The company asked the Federal court to dismiss the suit because no testimony proved that it was responsible for alleged injuries. The court granted this request.

DON'T PRIME CARBURETOR

Every operator driver and user of automobiles should realize the great danger in performing the "usual" of pouring gasoline in the carburetor to assist starting a cold motor. Don't do it.

For example in Procter & Gamble Defense Corp. v. Bean 146 Fed. (2d) 598 the testimony showed that a master mechanic at a plant of the Procter & Gamble Defense Corporation ordered his helper to bring him gasoline. The master mechanic poured gasoline from a can into the carburetor of the engine which backfired. The gasoline went all over the helper and burned him to death.

The higher court held that all employers may be liable in damages for similar accidents *only* if their negligence in supplying proper working tools, equipment and appliances results in injury or death of employes who drive or repair automobiles.

COURT REVERSES COMMISSION

Modern higher courts hold that an order issued in error by the Federal Trade Commission must be reversed.

For example, in Dearborn Supply Co. v. Federal Trade Commission, 146 Fed. Rep. (2d) 5, the Federal Trade Commission ordered a manufacturer to cease "in unfair methods of competition," by "disseminating false and misleading representations" concerning a cosmetic preparation called "Mercolized Wax." The Federal Trade Commission stated that the preparation "may, under certain conditions, be harmful to the user thereof because of the ingredients from which said product is composed."

The higher court decided that the directions enclosed in each package of the preparation were sufficient to apprise all purchasers and persons of the precautions which they must observe in order to avoid injurious effects. The higher court reversed the order of the Federal Trade Commission.

ADVERTISING LAW

Advertisements having a capacity to deceive may be prohibited. This is so because the "law" is not made for the protection of experts but for the public.

For example in Gulf Oil Corp. v. Federal Trade Commission 150 Fed. (2d) 106, it was shown that the Federal Trade Commission issued an order forbidding the use of statements, in advertising an insecticide sold in interstate commerce, that it afforded complete protection to livestock from all insects, and that its use would cause milk production to increase and cows to be healthier.

The manufacturer of the insecticide appealed to the higher court which, however, approved the order of the Federal Trade Commission. This court said:

"It may be that there was no intention to mislead and that only the careless or the incompetent could be misled. But if the Commission, having discretion to deal with these matters, thinks it best to insist upon a form of advertising clear enough so that, in the words of the prophet Isaiah, 'way-faring men, though fools, shall not err therein,' it is not for the courts to revise their judgment."

RETAIL TAX VALID

Companies and sellers which sell merchandise to consumers must pay the state sales tax on these retail sales.

For example, in Theo. B. Robertson Products Co., Inc., v. Nudelman, 59 N. E. (2d) 655, it was shown that a company is engaged in selling paper napkins, towels, drinking cups and plates, drinking straws, toilet tissues and liquid and bar soap to hotels, office buildings which furnish such articles as part of service to patrons, tenants or guests.

The higher court held that this company must pay the state taxation on retail sales. This court said:

"We conclude that appellants in selling these supplies to hotels, office buildings and other buildings, sold them for the use and consumption of those buildings . . ."

PUBLIC NUISANCE

Considerable discussion has arisen from time to time over the legal question: Can a city stop operation of a manufacturing plant that injuriously affects the health and well being of persons who reside nearby the plant?

For example, in National Southern Products Corp., Inc., v. City of Tuscaloosa, 20 So. (2d) 329, a city sued a company to abate an alleged public nuisance arising from the operation of a manufacturing establishment for certain chemical compounds or oils. The testimony proved

that the chemical plant which was operated in densely settled residential area emitted fumes and unwholesome substances injuriously affecting the "health and well being of the citizens."

The higher court granted an injunction against further operation of the plant, saying:

"If the structure is a nuisance, and will necessarily continue to be a nuisance, and is incapable of remedy by alteration, repair, or change of process, which would effectually correct the evil of its presence, it ought not to be allowed in the neighborhood where it has been set up."

DUTY OF MANUFACTURER

Modern higher courts consistently hold that it is the duty of manufacturers of chemicals, etc., to exercise reasonable care in making containers of their products safe for purchasers, and all others who are likely to handle the containers.

For example, in Saganowich v. Hach Bleach Co., 35 Atl. (2d) 343, it was shown that an employe in a textile mill had his eye burned out, and suffered other severe injuries, when he was opening an iron drum of liquid caustic soda and the plug of the drum which did not fit the tap-hole and suddenly "shot out," releasing some of the drum's contents under pressure.

The employe sued the manufacturer of the caustic soda for damages. The higher court allowed $12,000 damages, and said:

"Investigation after the accident disclosed that a piece of string had been tied around the plug's thread. If the plug had fitted properly and the threads had caught, the accident could not have happened."

NOT TAXABLE

No merchandise in *original* packages is taxable by a state.

For illustration, in Gardner Co. v. Evatt, 61 N. E. (2d) 704, it was shown that state authorities taxed oils, etc., in original containers, which were shipped from foreign countries and stored in the *importer's* warehouses.

The company appealed to the higher court contending that "imports," in the hands of the original importer, are exempt from state taxation under the provisions of clause 2 of Section 10, Article I of the United States Constitution.

The higher court upheld this contention and held state taxation invalid.

CHEMISTS' TESTIMONY WINS SUIT

In many instances employers have avoided liability for alleged sickness or injuries to employes by having expert witnesses testify to certain facts.

For example in Clark v. Southern Corp., 11 So. (2d) 17, an employe filed suit and testified that for six years he worked in close proximity to the beaters that contained acids, liquids and other chemicals, and that he was compelled to walk and stand on the floor where the chemical mixture accumulated. The employe alleged that these chemicals caused the palm of his hands and soles of his feet to become calloused, cracked open, and that this condition prevents him from performing labor of any kind.

During the trial several chemists testified that the chemicals used by the employe were *harmless* neutral liquids, meaning that it was neither an acid nor an alkali. Therefore, the higher court refused to allow the employe damages.

NO STATE TAXATION

According to a recent higher court no manufacturer, distributor or seller need pay taxes to a state in which merchandise is stored *during its transit in interstate* commerce.

For example, in Von Hamm-Young Co. v. City, 170 Pac. (2d) 940, it was shown that an Eastern distributor shipped merchandise into California for distribution in Hawaii. Due to shortage of shipping space the distributor stored the goods in warehouses in San Francisco. The county authorities compelled the distributor to pay taxes on the merchandise while it remained in warehouses in California.

The higher court ordered the state to refund the taxes paid by this distributor, and said:

"The mere power of the owner (distributor) to divert the shipment already started does not take it out of interstate commerce if the other facts show that the journey has already begun in good faith. . . ."

The Evaluation of Efficiency and Safety of Cosmetics

Albert F. Guiteras*

The best method of determining the probable safety for use of most cosmetics and raw materials is the patch test. If the formulation of the product is unknown, a screening test is run on a small number (usually 10) of laboratory workers. The final patch test is done on at least 50 subjects, and preferably one or two hundred subjects. The tests are worn from a period of several hours to five days, depending upon the material to be tested. Upon the completion of the test, the area is cleaned, and examined after one or two hours. It is again examined the following day and at two-day intervals for one week. Where sensitization is suspected, the subject is repatched after ten days to two weeks, with the same product at the same site. The technique is the same as for the original patch test.

Photosensitizers are tested for reaction under ultraviolet light for 5 to 15 minutes, depending upon the complexion of the subject. A 1 per cent solution of eosin is used as a positive control.

STABILITY TESTS

Stability tests are of primary importance. If a product is stable for three weeks at 52 deg. C., it will probably be stable for one year of normal shelf life. Stability at low temperatures is tested at 4 deg. C.

Stability to bacterial and fungous decomposition is an important factor, particularly in creams.

In order to avoid subjective influence, the products are given code numbers. Neither the subjects nor the examining physician have any knowledge of the identity of the products tested.

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* Foster D. Snell, Inc., New York, N. Y.
Abstracted from the Journal of The Society of Cosmetic Chemists, Vol. 1, No. 1.

Cake Make-Up

The author presents a survey on a formula to make a cake make-up of a moulded, non-compressed type

ROBERT PRESSLIE, M.P.S.*

A SURVEY of British patent *501,732*, shows, in my opinion, that the chief difficulties to be surmounted by anyone who wishes to make cake make-up are as follows:

(1) The patent specifies that pigments and colors shall constitute 70-97 per cent by weight of the total mixture on a dry basis. This means that the experimenter must use less than 70 per cent or more than 97 per cent of pigments in his preparation. The higher figure would allow less than 3 per cent of other constituents, obviously too small an amount to allow the inclusion of sufficient wetting and dispersing agents for the product to function properly; hence less than 70 per cent of pigments and colors must be used. In another claim the patent specifies 12-50 per cent of pigments and colors, so the percentage eligible is between 50 per cent and 70 per cent.

(2) The patent covers the use of oily and waxy constituents (for the cream part of the powder-cream, and for waterproofing the powder components) from 0.8 per cent to 24 per cent. Here it is obvious that the only escape is to use more than 24 per cent.

(3) On the same lines, more than 13 per cent of water-soluble or water-miscible dispersing agents should be used, as the patent specifies 1-13 per cent of these.

(4) Fillers must be used to the extent of less than 35 per cent or more than 80 per cent. (Patent covers 35-80 per cent.)

The method is to prepare a liquid cream, add the fillers and pigments, dry the mixture, pulverize it when dry and compress in moulds.

Let us take the obstacles one by one. First, a base is required which will form a cream with water; as distinct from the patent emulsion using oil/wax/stearate, a single compound of the self-emulsifying glycol stearate type will suffice. Now 50-70 per cent of pigments plus 13 per cent of dispersing agent amounts to 63-83 per cent of ingredients, leaving 17-37 parts available for the emulsifier, which must also be more than 24 per cent. For the cake make-up about to be described, 25 per cent of diethylene glycol stearate was used. Secondly, keeping in mind the quantity and nature of dispersing agent allowed, sulphonated castor oil, 15 per cent, was settled on. Thirdly, 65 per cent of pigments and colors were used made up as follows: zinc oxide 30, titanium dioxide 20, color 5. And finally, the remaining 5 per cent was given over to talc, used here as a filler. The formula now reads:

	Per cent
Diethylene glycol stearate	25
Zinc Oxide	30
Titanium Dioxide	20
Sulphonated castor oil	15
Talc	5
Color	5
Total, by weight	100

The method of preparing the desired cake differs entirely from that outlined in the patent. Instead of making an emulsion with the oil, wax and water, then adding the dry ingredients and dehydrating the mixture, this make-up is never hydrated. The diethylene glycol stearate is melted, at a temperature just above melting point to prevent discoloring; the powders are mixed with the sulphonated oil and milled for preference, then this paste is added to the melted wax and thoroughly admixed. The product is poured into suitable moulds, and allowed to cool. When cool, the make-up sets to a firm cake, and, owing to contraction, is easily removed.

The new surface exposed is not like the proprietary cake, which is matt, but is shiny and smooth, rather similar to that of chocolate.

Cake make-up prepared by this method becomes an oil-in-water emulsion containing suspended pigments, when wetted in the manner of normal usage; the large percentage of titanium dioxide offsets any tendency to waxiness. "Take-off" is very good, spreading on the skin homogeneous, and ability to hold a coating of face powder satisfactory.

(*Editor's Note:* According to data in our hands, a cake makeup of this type has been made in the United States as early as 1943, consisting of 140 parts of propylene glycol stearate, 8 parts lanolin, 5 parts heavy mineral oil, 140 parts of titanium dioxide, 125 parts talc, 60 parts kaolin, 80 parts propylene glycol, 14 grams color lakes. This is just one of a series of formulas made at that time. The ingredients were melted together and "poured" while hot.)

* Aberdeen, Scotland
Digest and excerpt from *Soap, Perfumery & Cosmetic*, 20, 665-6 1947.

A Gossiping Guide to the News

A. L. MOORE

THIS coming year can be a tremendous perfume year. But the trade will have to adapt itself to entirely new conditions. No use to compare today to '45 or '39. Times never quite repeat a pattern; something new is always added. Competition is the zest of life and advertising its driving genius.

Mrs. Kadell, of Morton Freund, talks enthusiastically about the coming D'Orsay advertising. Prestige magazines will be used for the key campaign. No special gift packages are in the works yet but you can rest assured whatever is done will center around Intoxication.

Miss Margaret Kennedy, formerly secretary to the president of Russeks, is getting her hand in with the St. Valentine's Day promotion of Ciro's bud-vase and sachet combination. Her knowledge of merchandising will prove a real asset in discussing store-tie-ins.

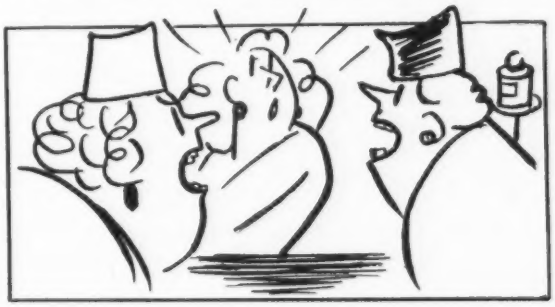
Elaine Librescott, bowing in at Gourielli's, is a great believer in the power of "on sight" purchases and so declares the little glass paper-weights, with a vial of perfume (Something Blue or Five O'Clock) which can be replaced by a favorite photo, a St. Valentine's Day natural.

A surprise note in the Christmas rush, was the number of $65 bottles sold. This is the other extreme to the $3 and $3.50 purchases which always comprise the bulk of Christmas business. A few people always want to impress or give something special. But it's a good thing to remember that when packaging a 4 oz. bottle of expensive perfume, the bottle itself should look impressive and not be just a novelty. Reserve the novelties for the $2.50 or $3 sizes where they certainly do move the merchandise!

Gloria Dangler, of Mary Chess, plans to concentrate on Strategy the next few months, with Violet taking over for the Spring. She's been experimenting for months with a heavy use of essential oils for store mailings of scented enclosures. The odor stands up well, even after several weeks of exposure. And the oval shape is a change from the usual oblong. Care has been taken to present an attractive appearance in printing detail, too.

Lipsticks are apparently going pale if one is to judge by the number of pale shades announced. The natural look is to be plugged. Now, really, is that wise? Take a good look at the out-of-towners thronging New York or take a train ride in any direction or watch what the women buy and what they leave on the counters. Clear, bright reds far outsell the pale shades because women look terrible in a pale pink and even the aging adopt deeper shades.

In this day when so many new people are in the industry, a safe thing to do is call in the women who train the new squads and then spend days in the stores behind the counters, breaking in the new girls and bringing an upsurge in sales with their sure knowledge of customer wants.



The purples, the yellowy reds, the pale pinks are left on the shelves. The clear reds are the only consistent sellers. Look at the charts of any year. What were the re-orders? Reds in the medium range.

Speaking of travelling, Miss Neva Bradley, of Daggett and Ramsdell, is back at her desk after practically wearing a plane out. A morning conference with store executives and a couple of hours working with the girls behind the counter and talking to the customers. A plane trip to another city. Repeat same schedule for afternoon. Then on to still another city before she could rest.

She concludes the country is awfully big, is cosmetic conscious, but price conscious, too. That's nothing new, just a return to the old thrift. She's always worked on giving the customer an attractive package of quality goods.

She reported a good movement of the beauty kit with small sizes, $1.50 plus tax, for the Christmas rush. No matter how much talking is done, she observed, the rush never starts until the last two weeks.

The kit introduces the line beautifully. Hand lotion, a jar of light powder foundation cream, peach-colored face powder, a jar of cleansing cream. Note the wide use of peach powder for national distribution: it far outstrips any other powder, for it is most flattering to the average skin.

NIGHT CREAM PROMOTED

Night creams seem to be neglected for winter promotions this year. Now that lanolin is plentiful again, we hope that plans will be laid now for a better 1948 promotion.

At Elizabeth Arden's, Miss Dorothy Case is working like mad on the Maid of Cotton shows. This is the kind of promotion which is hard on the staff but wonderful for business. Tie-ins with actual make-up being done at the show to demonstrate proper foundation, application and blending; window displays with the fashions. Newspaper advertising to back it up and a good, sound over-all promotional job.

Hearing of an executive opening for a combination package and sales-head and publicity woman, I phoned around to locate Miss Stephanie Howard, formerly with Charles of the Ritz, who was tempted by—and took—a movie publicity job. I found she is enjoying a Winter vacation in California at her home there, but will be back in several weeks. Some day I hope she can be tempted back into the cosmetic field.

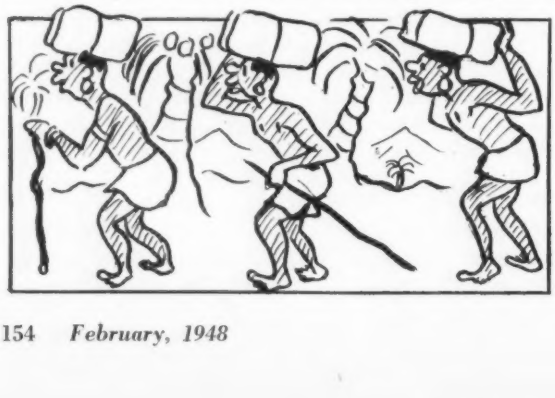
ENCLOSURES FOR SALES PROMOTION

Enclosures for stores to send out monthly is increasing. Elizabeth Arden is doing a regular job the year around, one sheet of colored paper, which folds into four pages—black printing and sketches in line. Several other firms told me they plan to swing into more promotion, beginning with Easter. Two had wanted to begin with St. Valentine's Day but work for the whole year had to be done and before the executives had approved the schedules, the time had slipped by. Time note: begin earlier next year.

Catalogues should be checked now. What was the customer reaction to some of the really bad jobs? Some of the new people don't know enough about printing to work out the difficulties of production. If they sit down with the head of production at the plant itself, making sure the time they arrive is a convenient one, he will explain what should have been done that wasn't and how to correct the matter in the next catalogue.

Hard-working Dr. Ernest Guenther, of Fritzsche Brothers, sees supplies of essential oils becoming more plentiful. One area after another around the world, which has been shut off, is slowly coming back. A jarring undercurrent of war difficulties still upsets the currents of places such as Java. Nevertheless, some supplies are getting through with prospect of more on the way soon. Star anise from South China even coming through an actual war-zone.

A cheering note is the fact that needing dollars, many countries are getting essential oils to this country in lieu of dollars. That means that supplies are obtained at a lesser figure than would be normal in an inflated currency if we had to do the buying in the country of origin.

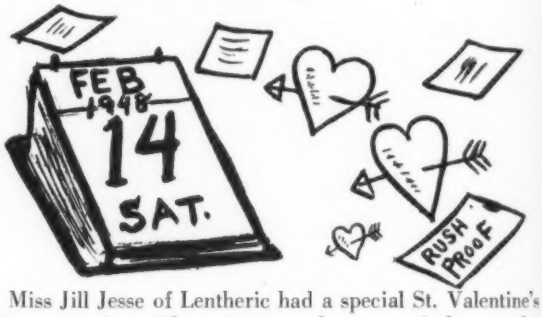


Flavorings are also trickling back into fuller supply. And now they are becoming more plentiful, the distributing houses will have to prepare promotion campaigns again.

A grateful industry should give special thanks to Dr. Guenther for his assistance during the war-years, his hunt for supplies and his diligent search for "something just as good."

PACKAGING SPICES

Packages of spices need over-hauling, according to a survey just completed. Too many come open at the seams and, when packed in tin, the tin is hard to open. Revolving discs, with a section to punch in so that a spoon can be inserted, are also not in the housewives' favor. For years the drug houses fought this same battle and finally adopted a slide top. Perhaps that is the answer for the spice package, a sliding top with a revolving disc at one end for sifting purposes. Herbs should also be enclosed in tin with sliding tops, the housewives suggest.



Miss Jill Jesse of Lentheric had a special St. Valentine's Day promotion with newspaper ads, store windows and a charming package to talk about.

H. Lubke, general manager of Interstate Color Co., reports no easing yet of any colors. So here's one line where we'll have to continue the struggle for supplies. On the other hand, lanolin will improve in supply after the first quarter of the year, forecasts Richard Malmstrom, sales manager of N. L. Malmstrom and Co.

Miss Shirley Cook, of John-Fredericks, is now applying her merchandise knowledge to Tussy. Knowing how the stores hate to work from hand to mouth on promotion, she's all ready with March and Easter plans! For St. Valentine's Day the perfume range was excellent. The ¼ oz. prices begin at $2. The packages are noteworthy. But the bulk of the promotion will be on the new addition to the line, the perfume with the all-imported essential oils.

Being a great believer in premiums, I was delighted to find that one is in the works at Dr. Lyons Tooth Paste to enhance a stepped-up advertising campaign. Mr. Schuyler of Baldwin and Mermey is knee-deep in press-releases right now for the various Sterling Products which he says lead the country in their fields. But the combination of product, package, publicity and advertising is what really does it.

The changing weather has O. C. Homer, of Lehn and Fink, happily arranging window displays of sick-room needs. It's surely timely in the current flu epidemic.

Forecast for 1948: renewed promotional activity will bring the best year you've had if you work at store and advertising tie-ups!

Lotions and creams for sun protection are featured . . . Products for the care of hair are increasing in sales volume

JEAN MOWAT

COSMETIC TRENDS IN THE MID-WEST

THE Middle West has had brilliant sunshine with zero weather, and smart stores took advantage of this to feature lotions for sun protection and for perfect tanning.

The sun protection lotions and creams were shown against a background of simulated beaches and scraggly palm leaves. indicative of many spots where the Winter sun is warmer than in the section between the Alleghenies and the Rockies. As window displays, these stopped traffic, but sales were negligible. Those made were to people going South.

Retailers selling merchandise exclusive of hardware, contend that January is a poor month. "I expect that if we put much thought, planning and work into a January program, it would prove worthwhile," said a cosmetic merchandiser, "but we all seem so tired after Christmas that we do not make any special offering or bargain and thus have a sale. That's so easy to do."

PREPARE FOR EASTER AND TRAVEL

Buyers are in the market this month to study ideas and merchandise for the coming selling season. Two factors indicate good sales. They are Easter, on March 28, and the upswing in the use of cologne and powder creams in Summer tints, which is expected in May-June. Easter will be a time to offer perfumes. Travel kits which were not cleared out Christmas may be disposed of at this time.

Several leading stores that reported an excellent sale on kits in the higher priced brackets from $25 to $150 had this merchandise on counter display and it really sold itself to the customer. Both men and women liked to look at the items and compare the feel and weight. Other stores kept the kits in cases or back of the sales clerk and many women were considerate enough not to ask her to bring over *all* the stock. Such stores complained of slow sales.

During April many of the cities in this area will have local travel shows to suggest new places to go for vacation and how to travel. Any retailer who has a small display of kits at these shows will find a new travel interest and often this can be combined with one of the railroads, steamship or airlines. The latter would require accent on the lightweight items. It might be mentioned that women would prefer plastic bottles in the cases rather than glass, not only from the standpoint of weight, but because breakage is reduced.

Vacations for working girls throughout the Middle West begin in March and go through September, so a vacation counter at which items could be quickly assembled would prove a boon to the woman shopping on her lunch hour.

ASSEMBLING COMPETITIVE LINES

The average store maintains each cosmetic line as a unit and if a customer cannot be satisfied with an item in it, then she is asked to step to another counter and is shown other brands. This system developed because many of the companies having their own representatives behind the counter and that was the only line with which they were familiar.

Last month The Fair, Chicago, broke this standing rule. Every item for the bath was featured at one counter. There were bubble bath powders in four-pound boxes, liquid types, bath salts, soap, bath oils, and skin lotions for after the bath. All the lines were shown without conflict but one had a choice of liquid bubble bath bottle, next to it tablets, and others that were in powder form, and bath salts in five-pound bags.

When a woman asked for one item, the sale usually ended with two or more, merely because companion bath needs were shown. This store has placed many glass protectors over its former open counters as a means of showing more merchandise and reducing theft.

MAKE-UP HINTS

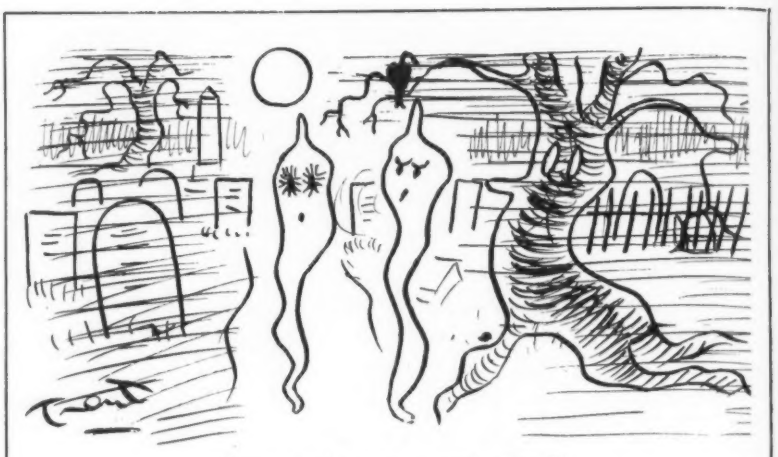
If the maker of cosmetics would add explicit directions for use, application of his product relative to the skin or make-up, he could beat any excise tax through this one medium. Women buy much "stuff" and forget what the clerk told them, and then toss it out because they wonder if it's still good.

A doctor gives a patient explicit instructions on how to take a prescription, but he does not stop there. He has the druggist type out the instructions so the patient won't forget.

There are four packages lying on the table, each a noted brand in its line, yet not one of these tell how-to-use, how much to use or even indicate that too much is wasteful. How much liquid bubble bath does one use? How much bath oil for a full tub? Can one use this oil after the final rinse in a shampoo?

During January there was an international home furnishings show held in Chicago, with such items as draperies, carpets, lamps, etc., on display. Firms showed idea-use as well as merchandise, with the result that some $5,000,000,000 was written. How-to-use is most important in cosmetics for it is not a standing army to whom this appeal is made, but it is a passing parade and what was on the label yesterday may be of no value to the first purchaser

of those goods today—unless it is labeled for use. Firms such as Hudson's of Detroit and Field's of Chicago learned years ago that a hint on how-to-use an item created not only a desire to try but produced repeat business.



"Haven't I told you not so much mascara?"

STYLE BECOMES PROTECTION

When tinted bases for powder were introduced several years ago these were considered a fad by most women. To darken the skin, to retain a sun tan or to quickly acquire one by application of powder cream was a new idea. Today this is recognized as one of the best skin protective measures that was ever offered.

The old style vanishing cream disappeared from counters during the war, and in its place came the cream that did not need a powder. Today the average woman is finding that the addition of this to her cosmetic shelf is a worthwhile investment. Her skin does not chap, she has a powder base if she cares to use it. But there are thousands of women in every city who don't know how-to-use. With department and house-to-house cosmetic women selling the major portion of cosmetics there is much education still to be done in this field. How-to-use relative to skin, and complexion should be made clear. If possible have the woman make the application to get the feel of the product and how to smooth-on to give the effect of powder.

In any label information, if the type is too small for a quick glance, part of the audience is lost. When a customer has to sit down with a reading glass to study directions, then a larger jar should be used to permit larger lettering and printing, and such women aren't even in the bifocal class!

FEBRUARY PRESENTATION SLOWED UP

When well known name brands offer merchandise at 20 per cent off (thus eliminating the excise tax) during January, either to clear over-stocks or because a new package will be featured later in the year, it tends to create a steady business during the month, as it did in St. Louis, in Chicago, in Indianapolis, in the Twin Cities and in Kansas City stores. Often a half to three-quarter page advertisement was used. Business was created and women who could afford it stocked up.

This month of birthdays and lovers will therefore show a decrease in name brands and a sharp upturn in stores that feature their own brands during the month. There will be some good business on lipsticks in new cases and the colors are less important for these must always match the wardrobe, a point few women recognize. That's why hints on how-to-use are of great value.

Cream shampoos and special oils are again leading in cosmetic sales at hair counters. But there are other items which are growing into larger volume in department sales: Tints, which may be applied during the shampoo to remove the smog which forms in the cities and seems to adhere like glue, or it may be the after rinse. There is an increased trend toward home permanents. These need department presentation.

Emery, Bird, Thayer in Kansas City offered a new idea in this tinting process; Carson Pirie Scott & Co., of Chicago and Field's of the same city have also featured these ideas in the store's advertising for use in the beauty salon but little attention is given to tying in departments.

One of the largest drug chains stated that its sales on home permanent sets was so great that it was difficult to believe the volume sold in one month, let alone one year. Much of this home-work in beauty needs the special shampoos and the smart rinses which are a part of the beauty shop and which stores might well feature with an upturn in sales. Too often buyers are unaware of these products.

According to a national magazine your face can be your fortune or produce an inferiority complex. There have been several preparations on the market to cover-up blemishes, scars, etc., but Famous Barr, St. Louis, not only used this idea but stated that it was the type of "coverage" which was good for the skin.

There has been so much written and advertised indicative of glamour that to be informed that a certain cream is good for the skin might be considered news for 1948 selling. Good skin cream can be applied and aid Nature in retaining oil in the skin to preserve the freshness of youth and a soft, clean complexion.

Often a masque, when applied once a week, will aid in removal of loose cuticle, and, plus the creams suggested with it, aid in producing a fresh, clear skin. Presentations of some of these ideas are under consideration by major stores throughout this section and by Easter will be under way.

TREATMENT CREAMS CONTINUE SLOW

During the first half of this year many stores are planning to operate on fewer lines than they have had in some years. They will push the ones which have been found successful. It will mean fuller complements of the line and a greater range in choice. It will also produce better service to the customer and insure it from the maker.

This new program is known as the "economy movement." But it is not to be considered as a cheap motif. Rather it is the demand for quality with style at a correct price. This may be independent of former brackets *if* value and quality is offered. It is an ideal appeal to women who are using dollars which are too short for the many items needed.

Book Reviews

NATURAL PERFUME MATERIALS by Dr. Y. R. Naves and G. Mazuyer. 338 pages, illustrated and indexed, 6 x 9 inches. Reinhold Publishing Co., 1947.

It is exceedingly gratifying to see this fine French work translated into the English language. The authors are both well known for their knowledge of the subject and the translator appears to be eminently qualified to have written the English version.

Mr. Sagarin, who is a stickler for detail, replaced such words as Cassie, Immortell, Genet and Reseda with the English corresponding words of Acacia, Everlasting, Broom, Mignonette. This is the authors' prerogative although many in the industry would like to have seen the original French remain.

One does not know how many mistakes of quotation appeared in the original, but it is quite probable that the English monograph has few bibliographic errors, if any. Here again, the authors' precision makes itself felt and makes the book all the more valuable.

The art and much of the science of perfumery has resided in Europe, largely in France. There are no mysteries connected with the industry, but there is a great deal of know-how that the Western world has not been able to get at. Some of the data in this book will clarify these points and show why natural perfume materials produced in France are more interesting perfumery-wise than similar products produced elsewhere. From this author's own experiences, the correct solvent for the extraction of a natural product produces a variation in the extraction, depending on the solvent used. The French have studied this variation to their own advantage.

The first chapter of this book is a history of perfumery industry; it is an interesting documentation of the early days of the perfumery art and science. In fact, it is quite an interesting history with many valuable references.

The authors have not stinted in sharing their knowledge and if anything, have given more than their share of "secrets" of the trade. If every branch of the perfumery art were as unselfish, the industry could be much farther advanced for it is knowledge and not mystery that makes for advancement. The present work is a valuable supplement to the classic on natural oils (Gildemeister & Hoffmann). In fact, the present work promises to be as much of a classic in its way as was the German work.

It is hoped that the book may be brought up to date in an earlier revision inasmuch as the present volume is an English translation of the original French edition which appeared almost ten years ago. There is no doubt but that considerable additional knowledge has been gained and further advances in the science have been realized.

To those interested in natural perfume materials, this book is most highly recommended. It will be a valuable addition to the book shelf and a source of many useful data.—*M. G. deN.*

ANNUAL REPORT ON ESSENTIAL OILS, AROMATIC CHEMICALS AND RELATED MATERIALS for the year 1945. Published and distributed by Schimmel & Co., Inc., 601 West 26th Street, New York 1, N. Y., price $3.00.

This work is a comprehensive review of commercial and scientific matters concerning essential oils and related materials in the year 1945.

Considering the chaotic conditions prevailing the world over during the year covered by this Report, it is a remarkable work, for the statistics on production and exports of essential oils alone must represent months of laborious research.

Many of the factors affecting the 1945 market in essential oils are discussed and price trends are illustrated generously by means of graphs.

The oils covered range alphabetically from Ajowan Oil to Wormseed Oil and include not only the important oils which are familiar to everyone in the drug and perfume industries but also promising newcomers still in the process of development. For instance the discussion of the essential oil of *Bassia longifolia*, a plant native to India, presents information which will be new to most readers. Other sections of the Report worth examining are those dealing with Naves' work on Spanish pennyroyal oil and the work of some Canadian chemists on conifer leaf oils.

Some of the most interesting and useful information can be found in the Aromatics section following such formidable titles as Methacrolein-Diene Condensation Products to mention one example. This item concerns the use of the Diels-Alder reaction to obtain perfume materials of a piney camphor-like, floral or mint odor as the case may be.

The reviewer was also particularly interested in the paragraphs in the Aromatics section dealing with substituted Cyclohexanols. These compounds, which may not be familiar to perfumers generally, are characterized by pleasing odors, a fact which seems to suggest possibilities for practical perfume testing.

Altogether a number of important developments in the field of perfume chemistry during the year under discussion are reviewed in the Aromatics section, such as the synthesis of ambrettolide, the macrocyclic lactone with musk-like odor which occurs naturally in ambrette seed oil. A method for the synthesis of civetone from aleuritic acid, patented in France, is dealt with, as is also the preparation of jasmone and related compounds. The results of an extensive investigation into the hydrogenation products of eugenol and related compounds are given and the synthesis of a new terpene alcohol isomeric with geraniol is discussed. The isolation of epoxylinalool from shiu oil and lavandin oil and the establishment of its constitution will also be of interest to perfumers.

The bibliography offers a wealth of information to anyone interested in the field of aromatics and is as well organized as the rest of the book.

To those who remember the prewar Schimmel Report published by the well-known house of Schimmel & Co., A. G. Miltitz, and who have sorely missed its fact-filled pages, the decision of Schimmel & Co., Inc., New York, an American company, to meet the need for such a Report is welcome indeed. The publishers are to be congratulated on a very workmanlike volume, a true contribution to the industry. Their charge of $3.00 can represent only a small fraction of the very considerable expense involved in the compilation and publishing of this valuable review.

The 1946 Report is already in the course of preparation and is due to appear later in the year.

Packaging PORTFOLIO

HERB FARM SHOP: London Mist is a clear new fragrance by the Herb Farm Shop. Light and lovely, it is packaged like the other Herb Farm Shop products, in the newly designed bottle with the leak-proof lucite "queen's crown" top.

HERB FARM SHOP

HOUSE OF GOURIELLI: The Golden Bow lipstick is of gleaming metal pinched in and circled by a golden ribbon tying into a real metal bow.

HOUSE OF GOURIELLI

TUSSY: Tussy "Ginger Spice" bath preparations are shown in pastel colored scroll and flower designs set against a snowy-white background.

TUSSY

PRINCE MATCHABELLI

PRINCE MATCHABELLI: Right in the mood for Valentine giving were three Matchabelli perfumes and a cologne. The miniature crowns of Crown Jewel, Stradivari, and Duchess of York were gift-wrapped with a hearts-and-flowers card tagged on. Potpourri Cologne had a new cover with a Valentine message on a lacy and beribboned background.

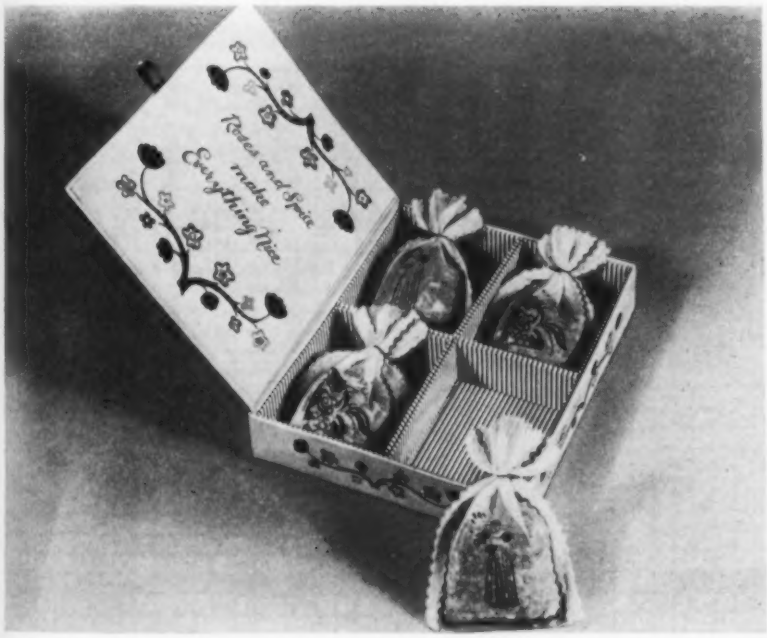
LEIGH

LEIGH: A new Desert Flower package is presented by Leigh. The toilet water and a gold mesh-covered rubber atomizer comes in a modern dove-grey box decorated with the desert plant motif.

SHULTON: Shulton presents Early American Old Spice sachet in organdie sacks in a colorful hinged-box with partitions. The new box is versatile in that it may be used for jewelry and other little items.

D'ORSAY: Parfums D'Orsay announces Intoxication toilet water in a new two ounce size. The flacon is jewel-cut, and the stopper carries the new motif through.

SHULTON



D'ORSAY

Suspending Power of Gums II

M. G. deNAVARRE*, MARTIN KOEHLER†

FOR countless years, gums have been used in the form of slimes or mucilages as suspending agents for dispersions.

Yet, practically nothing has been published on their comparative effectiveness using different pigments. The only study of the suspending power of commercially available gums found by us are two articles, one by Osborn and DeKay,[1] the other by Pfeiffer and Williams.[2] Both works were slanted to medicinal significance and the suspension data obtained were intended primarily for pharmaceutical use. No concentrations were indicated for acacia, chondrus, karaya, okra, pectin and tragacanth by Osborn & DeKay. Pfeiffer & Williams used a 2 per cent tragacanth mixture to suspend paraldehyde. Acacia was used similarly and was unsatisfactory.

In Osborn and DeKay's work, chondrus, karaya, and okra were unsatisfactory suspending agents for either calamine or kaolin, the only pigments used in this work. Quince mucilage suspensions were labelled as "separated" in both 2 and 3 per cent concentrations.

A report by deNavarre and Stanislawski, not yet published,[3] showed that substances capable of partial solution such as magnesium oxide or monocalcium phosphate, affected the mucilage, usually causing gel formation. Insoluble pigments like talc, kaolin, or tricalcium phosphate were either suspended or settled out. A sharp difference in suspending power between 1 and 2 per cent mucilages was noted. In the case of kaolin, 1 per cent low viscosity carboxymethyl cellulose suspended only to the extent of 10 per cent, while a 2 per cent mucilage gave 60 per cent suspension. This work, however, included only Irish Moss Extractive, methyl and carboxymethyl cellulose mucilages.

The present report, covers low and high viscosity of methyl and carboxymethyl cellulose, pectin, Irish Moss Extractive, tragacanth, algin and an inorganic aluminum magnesium silicate gel.

* Vice-president in charge of manufacturing and research, Cosmetic Laboratories, Inc.
† Formerly with M. G. de Navarre Associates.
From the Proceedings of the Scientific Section, Toilet Goods Assn. Number 8.

DESCRIPTION OF MATERIALS USED

Methyl cellulose is made by dissolving pure cellulose in caustic soda and reacting this with methyl chloride. The resulting methyl cellulose can be made to produce mucilages of various viscosities. Those used in this work had a viscosity of 1500 and 4000 c.p. since they would be the most economical to use in industry. The grade is known as Methocel.

Carboxymethyl cellulose is the glycollic acid ether of cellulose, sold as the sodium salt which is water soluble. The grade used is sold as Carboxymethocel-S.

The pectin is standard 100 grade citrous pectin. Ribbon tragacanth of selected grade was used.

FIGURE 1–PIGMENTS SUSPENDED IN DISTILLED WATER

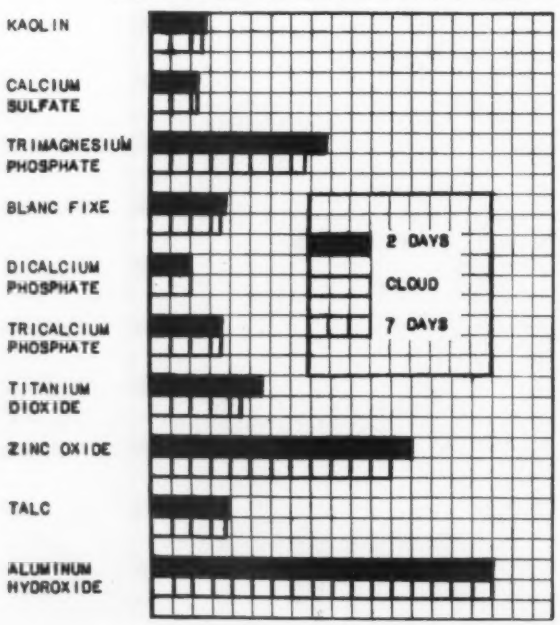


FIGURE 2–½% METHOCEL 1500 CP

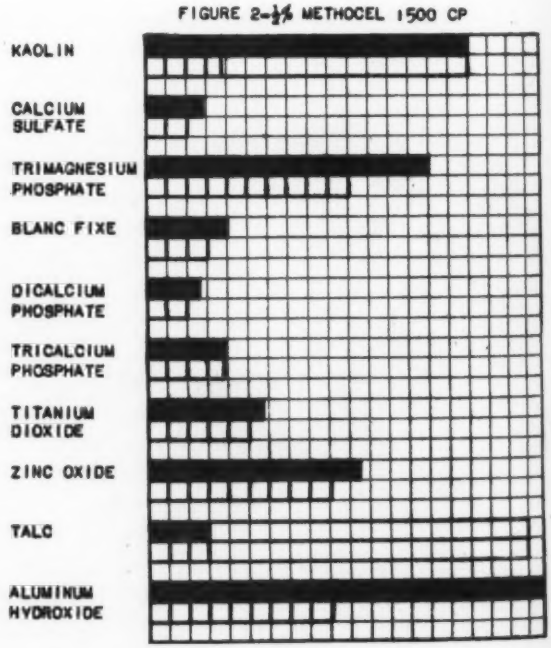


FIGURE 3-½% METHOCEL 4000 CP

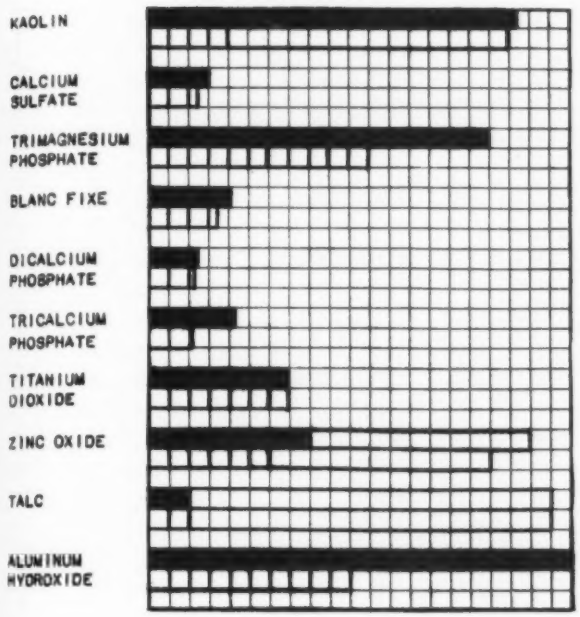
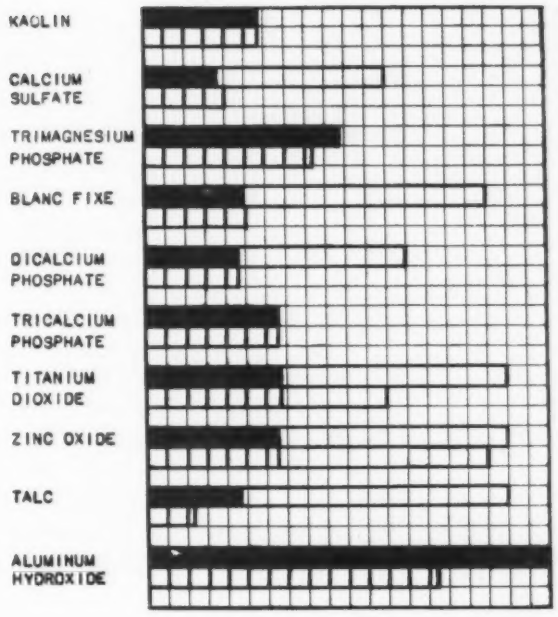


FIGURE 5-½% CARBOXYMETHOCEL-S HV



Algin was standardized sodium alginate of American origin, sold under the name of Kelgin.

Irish Moss Extractive is the dried mucilagenous material extracted from *Chondrus crispus*, standardized for gel strength, sold under the name of Krim-Ko Gel.

The colloidal magnesium aluminum silicate used is a synthetic material derived from a naturally occurring mineral base elaborated to uniform purity and gelling properties. It is sold under the name of Veegum.

The pigments used in the suspension tests were as follows: Westvaco blanc fixe, Chrysalba brand of calcium sulfate, Merck zinc oxide, Victor trimagnesium phosphate, Victor mono and tricalcium phosphates, Monsanto dicalcium phosphate, Kohnstamm titanium dioxide, Sierra Super Brand of California talc, aluminum hydroxide 1000 grade, made by Reheis Co., Inc., and English kaolin.

PREPARATION OF THE MUCILAGES

The different mucilages were prepared according to instructions from the respective supplier. Methocel was dispersed in hot distilled water and allowed to set in the ice box overnight, re-mixed, then brought to room temperature. Carboxymethocel was heated with cold distilled water to 70 deg. C., and cooled under agitation to room tempera-

FIGURE 4-½% CARBOXYMETHOCEL-S LV

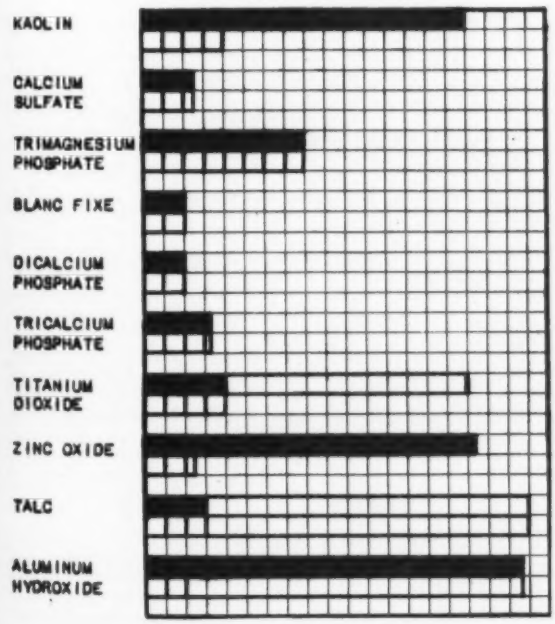


FIGURE 6-½% CITROUS PECTIN 100 GRADE

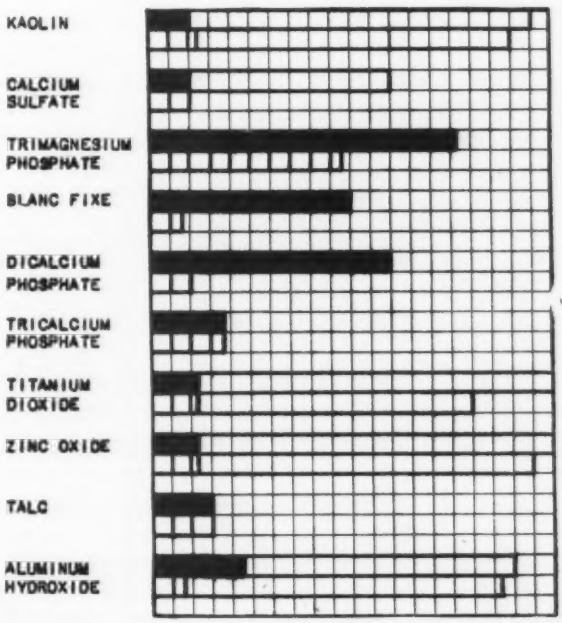


FIGURE 7-½% KRIM-KO GEL

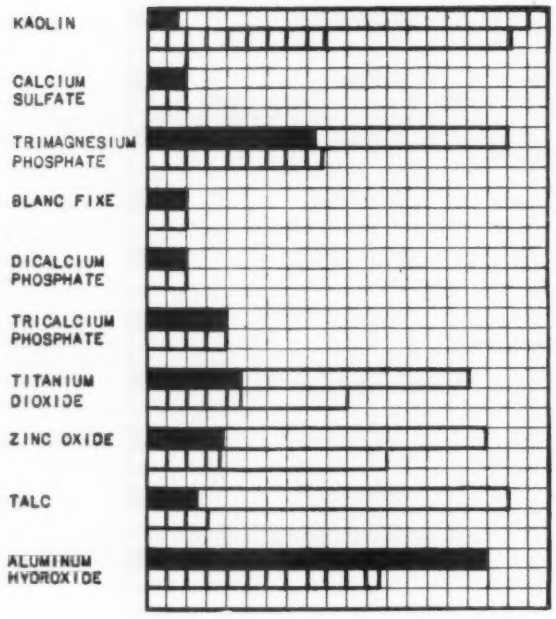
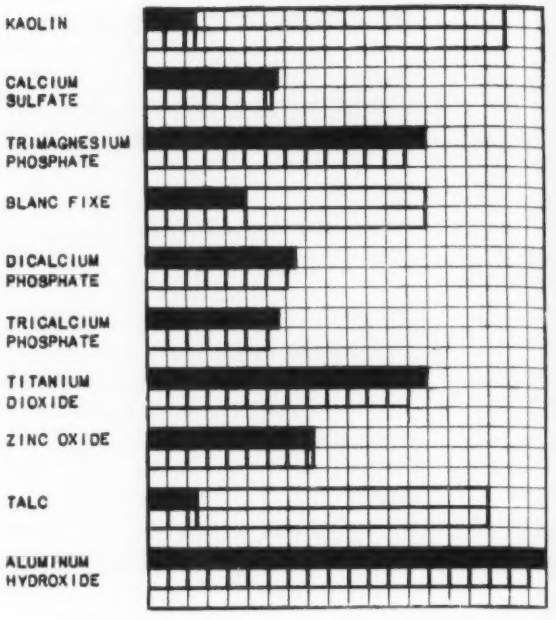


FIGURE 9-½% VEEGUM



ture. A similar procedure was used for Krim-Ko Gel and pectin. Veegum was made with cold distilled water and kept at room temperature. All mucilages were brought to equilibrium at room temperature (70-72 deg. F.) for 24 hours before use.

PROCEDURE

Ten grams of pigment was mixed with enough mucilage to produce 100 cc., placed on a mixer for five minutes, then transferred into standardized graduated bottles. At the end of two days and seven days respectively, results were noted and are shown in Figures 1 through 19. A distilled water suspension was used as a control.

It will be noticed that in water, trimagnesium phosphate, aluminum hydroxide and zinc oxide showed considerable suspensibility for both two and 7-day periods. (Figure 1.)

Kaolin appears to be pretty well suspended for two days but not for seven days. The clear portion above the shaded part denotes some cloud due to suspended matter. Aluminum hydroxide and trimagnesium phosphate appear to have been somewhat suspended, but water suspends aluminum hydroxide better. (Figure 2.)

FIGURE 8-½% TRAGACANTH

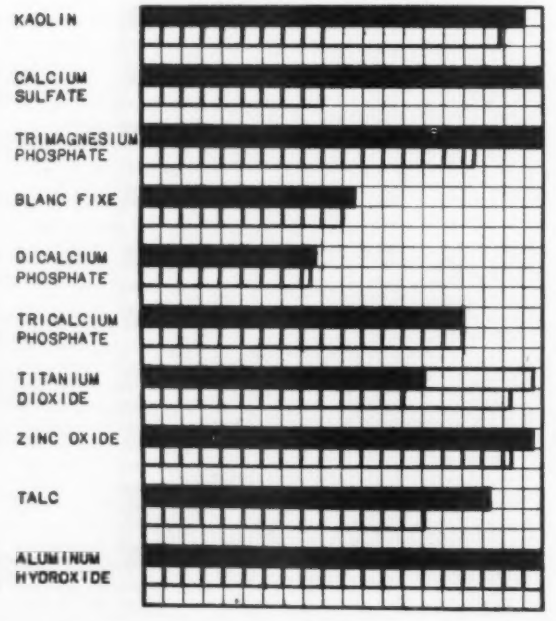


FIGURE 10-½% ALGIN

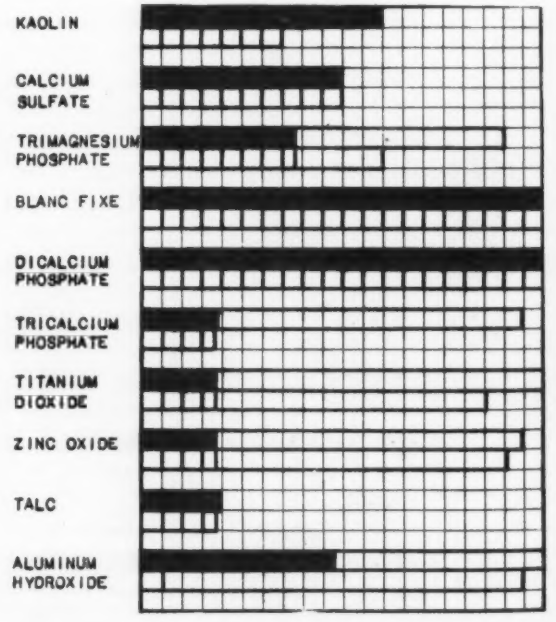


FIGURE 11—1% METHOCEL 1500 CP

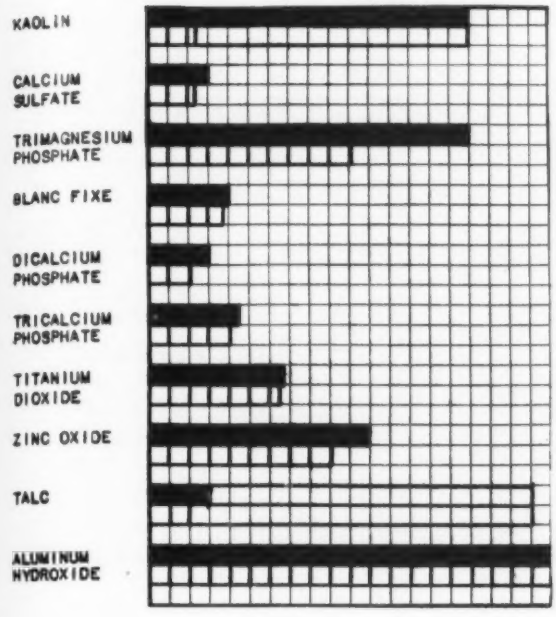
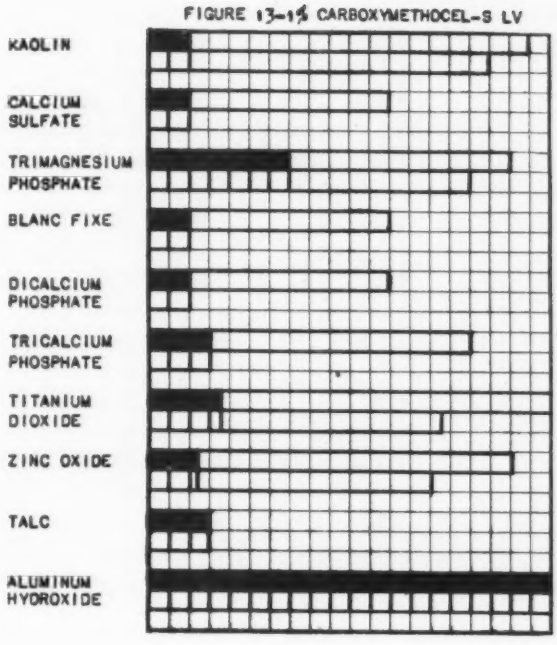


FIGURE 13—1% CARBOXYMETHOCEL-S LV



Only trimagnesium phosphate has been suspended to any extent. (Figure 3.)

Generally speaking, none of the pigments appeared to be suspended as well as in water. (Figure 4.)

Kaolin, calcium sulfate, trimagnesium phosphate, tricalcium phosphate and titanium dioxide appeared to be somewhat more suspended in ½ per cent high viscosity carboxymethocel. (Figure 5.)

Only trimagnesium phosphate was suspended by pectin. (Figure 6.)

Kaolin alone was appreciably suspended by Krim-Ko Gel. (Figure 7.)

Tragacanth appears to be a very good suspending agent for all the pigments tested, and especially good for trimagnesium phosphate, tricalcium phosphate, titanium dioxide, zinc oxide, talc and aluminum hydroxide. (Figure 8.)

Veegum suspends trimagnesium phosphate, titanium dioxide and aluminum hydroxide, although a like percentage of tragacanth is a better all around suspending agent. (Figure 9.)

Only blanc fixe and dicalcium phosphate are suspended by Algin. Algin is gelled by calcium ions, so it is possible that enough calcium ions are available from dicalcium phosphate to render it more suspended, since the sample

FIGURE 12—1% METHOCEL 4000 CP

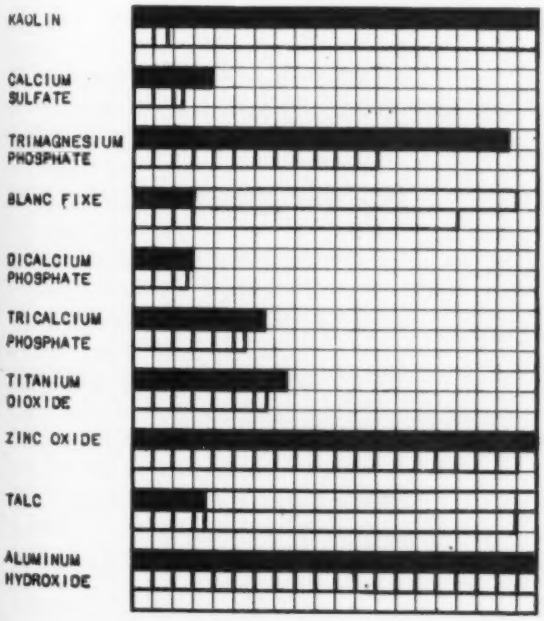


FIGURE 14—1% CARBOXYMETHOCEL-S HV

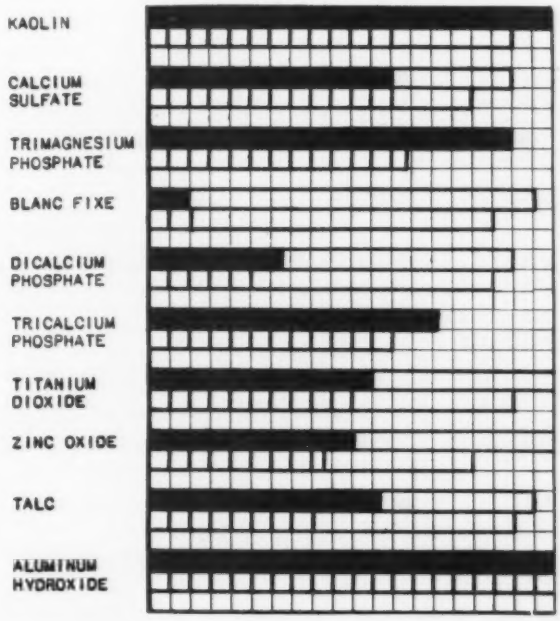


FIGURE 15–1% CITROUS PECTIN 600 GRADE

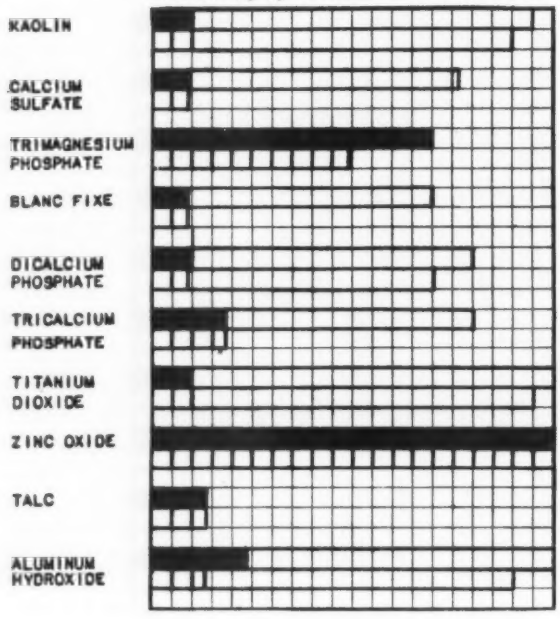
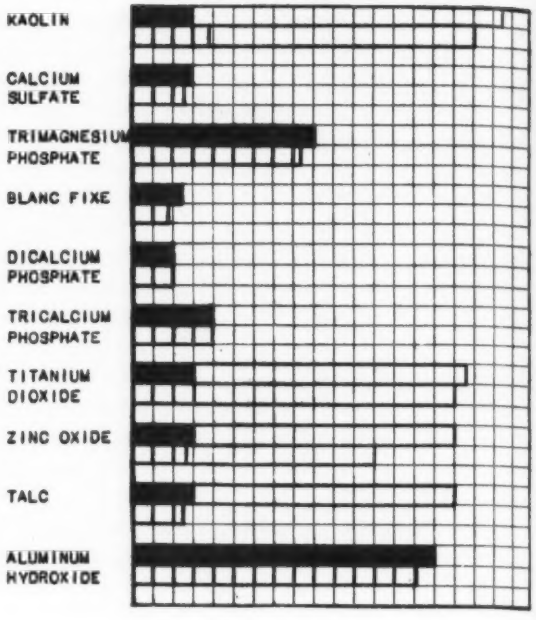


FIGURE 17–1% KRIM-KO GEL



gelled in the bottle. Blanc fixe did not gel. (Figure 10.)

Trimagnesium phosphate and aluminum hydroxide are appreciably suspended by 1 per cent methocel 1500 cp viscosity. (Figure 11.)

Trimagnesium phosphate, zinc oxide and aluminum hydroxide are suspended to advantage by 4000 cp Methocel. (Figure 12.)

Carboxymethocel, light viscosity, suspends only aluminum hydroxide. In fact the other pigments appear to settle out more than in water. (Figure 13.)

Carboxymethocel, high viscosity, suspends all pigments more than water excepting blanc fixe and talc. (Figure 14.)

Pectin suspends only trimagnesium phosphate and zinc oxide in 1 per cent concentration. (Figure 15.)

Veegum 1 per cent suspends trimagnesium phosphate, dicalcium phosphate, tricalcium phosphate, titanium dioxide and aluminum hydroxide better than they are suspended in water alone. (Figure 16.)

Krim-Ko Gel appears to appreciably suspend none of the pigments tested as compared to their water suspensions. (Figure 17.)

Tragacanth shows up as the best all around suspending

FIGURE 16–1% VEEGUM

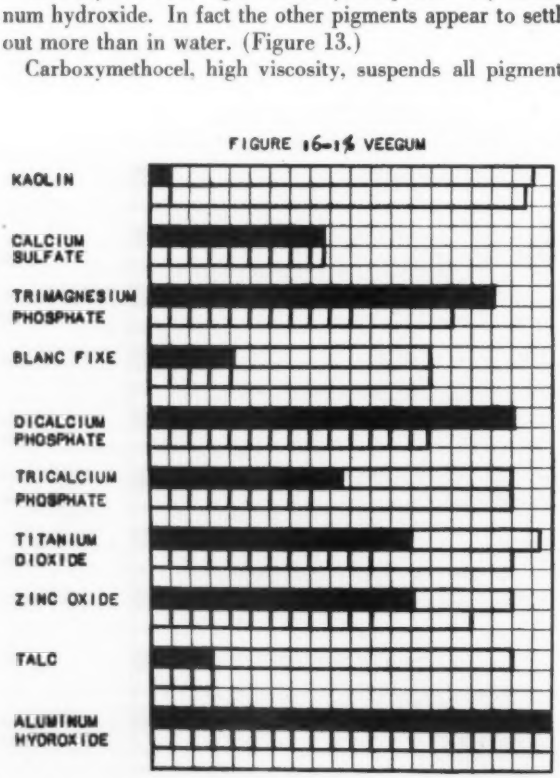


FIGURE 18–1% TRAGACANTH

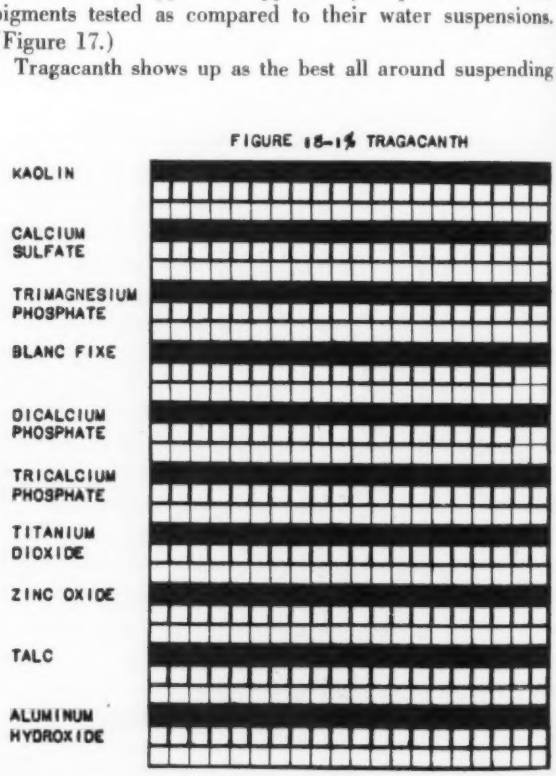
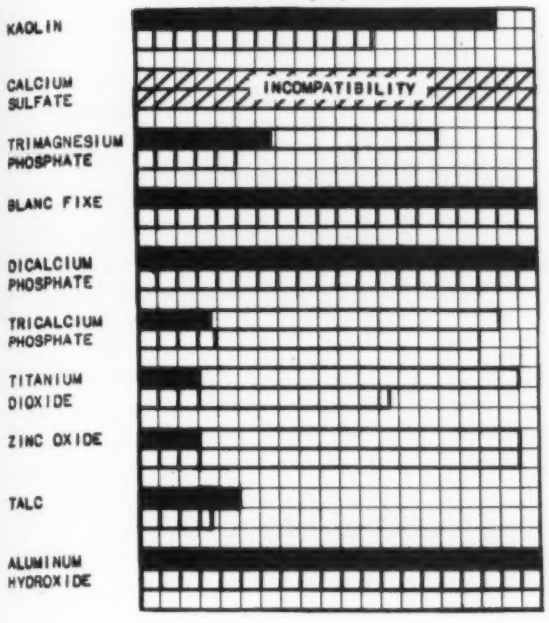


FIGURE 19-1% ALGIN



agent for the pigments tested. Only blanc fixe and dicalcium phosphate showed any settling after standing one week. (Figure 18.)

Because of the solubility of calcium sulfate, the algin suspension gelled to the point of precipitation as would be expected, hence no data are available on the suspensibility of this pigment in algin. Kaolin, black fixe, dicalcium phosphate and aluminum hydroxide were quite well suspended when compared to water suspensibility. Blanc fixe gelled the suspension, as did the aluminum hydroxide. (Figure 19.)

DISCUSSION OF RESULTS

Some of the suspending agents are incompatible with polyvalent ions such as calcium, aluminum or magnesium. In fact, this is pretty well proven in the case of algin which is particularly sensitive. Carboxymethyl cellulose is also sensitive to polyvalent ions, but in the tests described here, there was neither gelling nor incompatibility.

Krim-Ko Gel is sensitive to potassium and chloride ions as well as to polyvalent ions. The aluminum hydroxide, trimagnesium phosphate and tricalcium phosphates showed some gelling or incompatibility, but not enough to disqualify the tests.

Tragacanth is affected by polyvalent ions, suspensions containing it and trimagnesium phosphate or aluminum hydroxide did show gelation but no incompatibility.

Most of the pigments did not settle out evenly. Often the liquid above the settled pigment was more or less cloudy. This is denoted in the graphs as a clear column above the darkened or shaded column.

Suspensibility does not appear to be a function of viscosity, but rather seems to be peculiar to the suspending agent and the substance in suspension. In many cases, water acted as a better suspending agent than the added gum.

The following are the comparative viscosities of the 1 per cent mucilages used in these tests, compared to water, using a 50 gram load at 70 deg. F. on a Fisher Mobilometer.

Water	3	seconds
1 per cent Tragacanth	6.8	"
1 per cent Pectin	3.6	"
1 per cent Kelgin	4.7	"
1 per cent Methocel 4000	14.5	"
1 per cent Veegum	3.2	"
1 per cent Carboxymethocel S. low viscosity	3.4	"
1 per cent Carboxymethocel S. high viscosity	7.8	"
1 per cent Methocel 1500 cp	6.5	"

Kelgin, high viscosity Carboxymethocel and Methocel 4000 cp are all more viscous than 1 per cent tragacanth used in these tests. Yet their ability to suspend pigments does not parallel their viscosities.

CONCLUSION

Tragacanth, Veegum and high viscosity Carboxymethocel appear to be the best suspending agents for the pigments tested under the conditions outlined earlier.

Experiments now being tabulated include data on 2 per cent concentrations of the same gums and on the effect of alkalinity on the suspending power of the gums. These will be reported at a later date.

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[1] *J. Am. Pharm. Assoc., Pract. Pharm. Ed.* 2, 420 (1941).
[2] *Ibid* 8, 572 (1947).
[3] Presented before *The Society of Cosmetic Chemists*, December 5, 1945, New York.

Essential Oil Production, Honduras

The 1946 agricultural program of the Tela Railroad in Honduras included the planting at Lancetilla of three and one-half acres of ylang-ylang trees, which are now in production. The trees are cut back to a height of 6 feet to facilitate the harvest of the blossoms.

In addition, there are 875 acres of other essential oil bearing crops at Lancetilla. In 1946 the output of citronella oil amounted to 107,579 pounds, and of lemongrass oil 4,569 pounds. A plant for processing citronella oil also is located at the same town.

Brazilian Essential Oils

Brazil's total exports of rosewood oil during the first five months of 1947 amounted to 55 metric tons, valued at 10,320,000 cruzeiros, as compared with 107 metric tons valued at 18,428,000 cruzeiros in the like period in 1946.

Imports of vegetable essence into Brazil during the first four months of 1947 amounted to 19 metric tons, valued at 4,182,000 cruzeiros. In the corresponding period in 1946, imports amounted to the same number of tons, but with a slightly higher value, or 4,654,000 cruzeiros.

Brazil's imports of synthetic essences for perfumes during the first four months of 1947 totaled 18 metric tons valued at 7,985,000 cruzeiros, as compared with 21 tons valued at 13,128,000 cruzeiros in the corresponding period of 1946.

FLAVORS

Aliphatic Formates AS FLAVOR COMPONENTS

Many aliphatic formates carry a plum character but among the most important are those used in rum formulations

MORRIS B. JACOBS, Ph.D.*

THE formates that are used in flavor compounding may, as were the acetates be placed into three major categories, namely, aliphatic, aromatic, and terpene formates. In addition there is a very small group of other formates of which anisyl formate is representative.

ALIPHATIC FORMATES

Methyl formate, $HCOOCH_3$, which may be considered the simplest of the formates, is a colorless inflammable liquid with an irritating odor when undiluted. On dilution methyl formate has an agreeable fruity odor, the characteristic plum aroma of this series, and a somewhat bitter taste. Methyl formate was one of the first esters used in flavors. Because of its flavor properties it has been suggested for use in arrack, lemon, plum, cherry, and berry flavors, but its flavor use is limited because of its low boiling point.

Methyl formate has a specific gravity of 0.974-0.975 at 20/4 deg. C.; it boils at 31.5 deg. C.; and it has a refractive index of 1.3440 at 20 deg. C. Methyl formate is soluble in water for one volume of the ester dissolves in three volumes of water. It is completely miscible with ethyl alcohol. The technical product is used as a fumigant and larvicide for tobacco, cereals, and dried fruits.

* Adjunct Professor of Chemical Engineering, Polytechnic Institute of Brooklyn.

Ethyl formate, $HCOOC_2H_6$, is a volatile, inflammable, colorless liquid which has an odor resembling that of acetone in the undiluted state but with a fruity note. When diluted it has a pleasant rum odor, a rum aroma, and a somewhat bitter taste with a cooling effect. Ethyl formate has been very widely used in flavor formulations and some of the compositions in which it has been used are fruit essences such as apricot, grape, lemon, orange, peach, and plum; berry flavors such as currant, mulberry, blackberry, raspberry, and strawberry, and other flavors such as butter, coffee, and malt. A principal flavor for which it has been used is rum, and also occasionally in arrack flavors.

Ethyl formate has a specific gravity of 0.925-0.930; it boils in the range 53-57 deg. C. and it has a refractive index of 1.3597. One volume of this ester is soluble in about nine volumes of water and it is completely miscible with ethyl alcohol. Technical ethyl formate is used as an industrial solvent.

Propyl formate, $HCOOC_3H_7$, is also a liquid with a fruity odor, a plum flavor and a bitter-sweet taste. It has not had nearly as wide application as its homologues and has been suggested for lemon, orange, plum, and berry flavors. This ester has a specific gravity of 0.908 and boils at 81 deg. C. About 2 grams of propyl formate are soluble in 100 ml. of water.

Isopropyl formate, $HCOOCH(CH_3)_2$, is a colorless liquid which upon dilution has a plum odor. It has a plum aroma and a sweet taste. This ester has been used for virtually the same flavor formulations as its isomer propyl formate. Isopropyl formate has a density of 0.873, and it boils at 70-71 deg. C. It is miscible with ethyl alcohol and about 2 grams of the ester are soluble in 100 ml. of water.

Isobutyl formate, $HCOOCH_2CH(CH_3)_2$, also known as tetryl formate, is a liquid with a strong fruity, ethereal odor having a raspberry note. It has a rum flavor and a relatively sweet taste. This ester has almost as wide application in flavor formulations as ethyl formate particularly in berry and plum flavors, and in synthetic alcoholic beverage flavors like whiskey, rum, and arrack.

Isobutyl formate has a specific gravity of 0.885-0.890; it boils at 98-99 deg. C.; and it has a refractive index of 1.3858. It is miscible with ethyl alcohol and many of the common solvents and about 1 gram of the ester is soluble in 100 ml. of water.

Butyl formate, $HCOOCH_2CH_2CH_2CH_3$, is a colorless liquid with a fruity odor, which upon dilution resembles plums. It has a plum flavor and a sweet taste. This ester has been suggested principally for plum flavor compositions.

Butyl formate has a specific gravity of 0.90 and the commercial product boils in the wide range 96-110 deg. C. It is miscible with ethyl alcohol and is slightly soluble in water. The technical product is used in the shoe, lacquer, artificial silk and leather industries, and in the manufacture of artificial glass as a solvent.

Isoamyl formate, $HCOOCH_2CH_2CH(CH_3)_2$, is a colorless liquid with a pleasant fruity odor which is the most intense of the entire formate series. It, too, has a plum flavor and a sweet taste. It has been employed mainly in fruit and berry flavors like apple, pear, plum, and apricot, and strawberry and raspberry.

Isoamyl formate has a specific gravity of 0.871-0.877; it boils at 123-124 deg. C.; and it has a refractive index of 1.391. As one would expect, it has a lower solubility in water than the preceding esters, thus only one third of a gram is soluble in 100 ml. of water. It is miscible with ethyl alcohol and with many common organic solvents. Isoamyl formate is used industrially for purposes similar to those mentioned for butyl formate.

Hexyl formate, $HCOOC_6H_{13}$, is a liquid with a pronounced fruity odor. It has a plum aroma and a sweet taste. The ester has been suggested for use in alcoholic beverage flavors and for fruit essences like raspberry, strawberry, lemon, and orange. Hexyl formate has a specific gravity of 0.887 and boils at 153-154 deg. C. This ester is only slightly soluble in water and is miscible with ethyl alcohol and many common organic solvents.

Heptyl formate, $HCOOC_7H_{15}$, formic acid enanthic ester, is a liquid with a fruity odor having a distinct rose character. It has a plum flavor and a sweet taste. This ester has found some use in fruit flavors like peach, plum, and apricot. Heptyl formate has a specific gravity of 0.894 and a boiling point of 177 deg. C. It is miscible with ethyl alcohol and is practically insoluble in water.

Octyl formate, $HCOOCH_2(CH_2)_6CH_3$, *n*-octyl formate is a colorless liquid with a fruity odor but with a pungent quality. It has a peach flavor and a bitter, somewhat burning taste. Because of its aroma this ester has been employed in peach and apricot flavors. Octyl formate boils at 198 deg. C. and has a specific gravity of 0.893. This ester is soluble in 95 per cent alcohol and also in 70 per cent alcohol but it is insoluble in water.

Decyl formate, $HCOOC_{10}H_{21}$, is a liquid with a floral odor resembling honeysuckle and orange blossoms. It has a sweet taste. This ester has been used for raspberry, cherry, and plum flavors. Decyl formate has a specific gravity of 0.857 and it boils in the range 105-109 deg. C. It is very soluble in ethyl alcohol. One volume of the ester is soluble in 20 volumes of 70 per cent alcohol and in four volumes of 80 per cent alcohol. It is insoluble in water.

In a succeeding issue formate esters having a terpene constituent like citronellyl, Rhodinyl, geranyl, linalyl, neryl, and terpinyl formates; and those having an aromatic constituent like the benzyl, phenethyl, hydrocinnamyl, and cinamyl formates will be described and their use in flavor formulation will be discussed.

Flavored Notes

Wine produced from the Zinfandel grape has, at times, a raspberry-like flavor.

* * *

Query: Who makes *eugenyl isoamyl ether?* This product is said to have an aroma resembling cocoa and vanilla with a honey-like note.

* * *

Another material may be added to the list that I mentioned in my discussion of substances used in the preparation of maple flavored sirups. This is the alpha diketone, Cyclotene, produced by the Dow Chemical Co. Some 10 to 15 parts per million are said to bring out an aroma resembling natural maple flavor. Added at a rate of 1 to 2 ounces per 800 gallons of simple sirup this substance should yield a maple flavored product.

* * *

Some time ago I received a query concerning a supplier of *tetrahydrogeraniol*. This substance is made by the Trubek Laboratories.

* * *

Another product about which information was requested and which is made by the Trubek Laboratories is *anisyl formate*.

* * *

The Felton Chemical Co. recently sent me a flyer listing some 160 essential oils, including some terpeneless and concentrated oils, that they supply.—*M. B. J.*

Vanilla Bean Assn. Officers

At its annual meeting, held Jan. 13, the following officers were elected: President, William Schilling, Jr., Norda Essential Oil and Chemical Co., New York, N. Y.; vice-president, Pierre Dammann, Dammann & Smeltzer, New York, N. Y.; treasurer, Jacob Manheimer, J. Manheimer, Inc., New York, N. Y. Directors elected were: Francis T. Dodge, Dodge & Olcott, New York, N. Y.; William Trieste, Zink & Trieste, Phila., Pa.; H. Solomon, F. Huber & Co., New York, N. Y.

SOAPS

Unilever's Africa

Lever Brothers' United Africa Company is the World's Largest Trading Company . . . Thousands of natives profit from it . . . thousands more dislike and fear it

DIRECT quotes from *Fortune's* January story on Unilever are given below:

"Last year, the United Africa Co., Ltd., wholly owned subsidiary of the Anglo-Dutch Lever Brothers & Unilever combined, bought in nearly $115 million worth of African produce from natives, raised $6 million worth of oil on its plantations in West Africa and the Congo; took in some $8 million from its 518 craft on the Congo and the Niger and from its wholly owned line, which operates a 15-ship, 120,000-ton fleet between the United Kingdom and West Africa. It sold nearly $145 million worth of merchandise.

"All this amounts to nearly $300 million worth of business—about 45 per cent of the produce buying and about 30 per cent of the merchandise sales in all West Africa, and nearly as much in the Congo.* This great territory stretches more than 3000 miles from the hump of West Africa in Senegal through the Congo to East Africa.

WILLIAM HESKETH LEVER

"About the turn of the century, having bought 200,000 acres and planted 17,000 acres of coconut palms in the Solomons, he (William Hesketh Lever) turned his attention to Africa. He banged up against British policy, forbidding Europeans to buy Nigerian land. Lever stormed, but all he could do was buy a small trading company, put up an experimental kernel-crushing mill, and stamp off to the Belgian Congo.

"In 1911, he founded the Huileries du Congo Belge, with a concession to develop 1,875,000 acres. Today, Huilieries du Congo Belge has nearly all its acreage in oil palms, 80,000 on a plantation basis, and produced 37,000 tons of oil and 16,000 tons of kernels last year.

"In 1920, Lever tried again to establish plantations in British West Africa. The Governor of Nigeria replied firmly that the 'fundamental doctrine' of the system of developing 'agricultural resources through the agency of indigenous inhabitants' was the only justification for British rule in the tropics.

"At this time two large outfits did the bulk of the trading. One was the Royal Niger Co. It had achieved virtual commercial monopoly, but the charter was repealed in 1900. Nineteen years later a company called the African & Eastern emerged as Niger's chief rival. The two became fiercely competitive. Lever thought such competition idiotic, and itched to buy and merge them. He was prepared to pay appropriately for the companies: £8,500,000 or five and a half times the par value of its shares for the Niger Co., and a complex but costly bid for A. & E. The Niger purchase went through, but the A. & E. deal hung up on litigation.

"By 1929, A. & E. was in the hands of the bankers, who brought in Sir Robert Cohen to run it. One of the first things Sir Robert did was to pick up where Lever had left off and make a deal with Niger to combine on a fifty-fifty basis. The result was U.A.C. Not even the combined company could stand the depression. It lost millions, and passed almost entirely into the hands of the Unilever interests. By 1933, U.A.C. was in the black again.

"One of the three managing directors at that time was a

* Besides those under U.A.C.'s jurisdiction, Unilever's African interests include soap and margarine factories and food-processing companies in South Africa, the Rhodesias, Nyasaland and West Africa.

shrewd, intense young man named Frank Samuel. Early in the war, when the other two directors went into government service, he took over. Some idea of the importance Unilever attaches to its biggest subsidiary may be derived from the management setup of U.A.C. Chairman is Viscount Trenchard. The rest of the Board consists of 15 members, including, besides Mr. Samuel, four other members of the Unilever Board: Geoffrey Heyworth and Paul Rykens, chairmen of the parent companies; Sir Herbert Davis, and R. H. Muir.

"Last year, profits after taxes were somewhat more than $10 million, or nearly a quarter of Unilever's consolidated profits, or about 4 per cent on U.A.C.'s sales and 18 per cent on its original capitalization.

"In addition to the 80,000 acres of plantations run by Huileries de Congo Belge, U.A.C. Palmol Ltd. operates palmoil plantations in Nigeria and the Cameroons. The latter dates back to German control and the other to a temporary access of leniency on the part of the Nigerian Government, which allowed it to set up an 'experiment.' The plantations have proved themselves to be vastly superior to the native 'farm' methods. Total cost has been cheaper than the price paid for native produce in all except the deep depression years. And today the finest palm oil can be produced for about half of the £25 a ton that the inferior native product brings. As a result of such differences in cost, the plantation-farmed Netherlands East Indies passed Nigeria in palm-oil exports in 1936 and the Congo is rapidly catching up.

"In 1946, while on a tour of East Africa, Mr. Samuel got the idea of developing huge groundnut farms in the vast uninhabited expanses of East Africa. According, Mr. Samuel developed the idea on a colossal three-and-one-half-million-acre basis, and turned it over to the Ministry of Food as Unilever's contribution to the solution of the world fats-and-oils shortage.

"The ministry sent out a mission to report on the proposal. Soon after the mission returned, Food Minister Strachey got up in Parliament and explained the scheme, adding that His Majesty's Government had asked U.A.C. to manager the undertaking until it was in production.

"U.A.C. not only started the project, it did so without fee. Yet this was not wholly an eleemosynary gesture. Eventually the plantations may produce 600,000 tons of nuts a year, more than Nigeria's of palm kernels and groundnuts combined, and the oil will not only enable Unilever to make more soap and margarine but will almost certainly have a stabilizing effect on world prices. As the world's largest buyer of fats and oils, Unilever will benefit immensely."

Gillam on Vacation Trip

Mr. and Mrs. E. O. Gillam are enjoying an extended vacation trip embracing stop-overs in New York, Washington and the West Indies. They anticipate being away from their home in Ft. Worth, Texas, for about one month. Mr. Gillam recently instigated an expansion of the Gillam Soap Works involving about $250,000. Mr. Gillam has stated that his company is beginning an intensive merchandising program covering the area from Colorado to Louisiana.

Lever Plans Malaya Plant

The construction of a factory to cost at least $2,000,000, U. S. currency, at Kuala Lumpur in British Malaya, for the manufacture of high-quality soaps, and margarine and other edible fats was reported recently as being planned by Lever Brothers and Unilever. It was understood that erection of the factory would begin as soon as permits for the specialized machinery could be obtained in Great Britain.

An integral part of the plan is the development of Malaya's palm oil industry, for oil palms are now growing on about 75,000 acres, and certain sources believe that this acreage can be increased many times. The company already has acquired 4,000 acres devoted to palm oil trees.

British Malaya Soap

During the first 10 months of 1947, the amount of soap manufactured in the Colony of Singapore was 304,228 hundredweight, and in the Malayan Union, 182,410 hundredweight. The quantity of soap sold in Singapore during the period totaled 167,336 hundredweight, and in the Malayan Union the amount sold totaled 156,410 hundredweight. At the end of October, 1947, combined stocks of soap in both Singapore and the Malayan Union were 24,094 hundredweight.

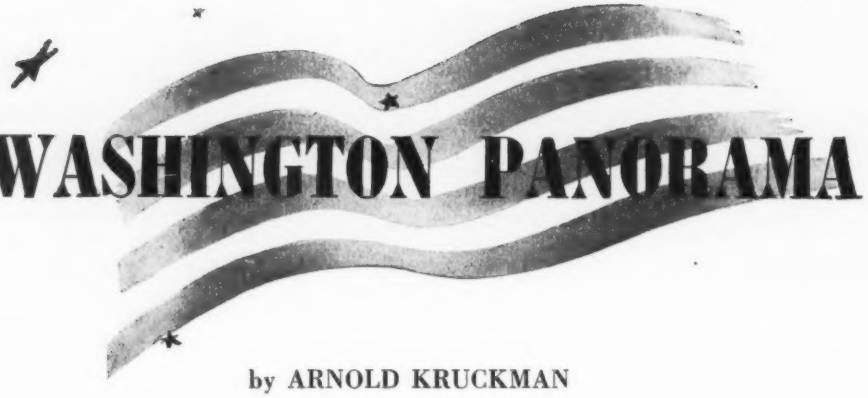
Malayan exports of washing soap in October, 1947, totaled 19,372 hundredweight. The largest amounts went to Cyprus, Sumatra and Hong Kong. Exports of toilet soap in the same month amounted to 1,678 hundredweight, shipments going to Sumatra, North Borneo and Sarawak. Exports of other types of soap amounted to 387 hundredweight, which went to neighboring countries.

U. K. Soap Imports

Imports of all types of soap into the United Kingdom during October, 1947, amounted to 327 hundredweight, valued at £1,874, compared with 1,541 hundredweight, valued at £10,282 in the corresponding month of 1946, reports the British press. Monthly imports in 1938 averager 14,755 hundredweight, valued at £52,525.

Syrian Olive-Oil

A good crop of olives is expected in Syria during the 1947-48 season. Trade sources estimate the yield of olive oil at 16,000 to 18,000 metric tons, of which about 4,000 metric tons will be inedible. The Government estimates that oil yield at 22,000 to 24,000 tons, of which about 5,000 tons will be inedible. The output of oil is expected to be sufficient for local consumption, with a fair surplus for export. The Government has recently released 1,000 tons of edible olive oil for export which will be allocated to the highest bidders in United States dollars, in individual lots of 50 tons each.



by ARNOLD KRUCKMAN

THE Policy Committee of the Republicans in the Congress have decided that the Marshall Plan and the Budget shall be legislatively completed before tax legislation is brought up for final disposition. The Marshall Plan comes first. It will be reported out of Committee in the Senate some time in February, and will come up for final debate some time in March. There is little likelihood that it will be brought to a vote until well into April. There is reason to believe the Marshall Plan will not be given its final form until May, even as late as June. Much depends upon the temper of the country. Apparently the people who will pay the $7,000,000,000 to $50,000,000,000 bill to help Europeans, have not yet crystallized their opinions.

EUROPEAN IMPORTS

The study of the food and agricultural needs of the Europeans embraces three items of special interest to the toiletries, cosmetics, perfume and flavors industries. For instance, Europe needs imports of 3,500,000 metric tons of fats and oils in 1950-51. This is more than half the needs of Europe. To illustrate the difficulties, the report points out that copra, priced at $55 per metric ton in 1938, in 1947 could be had only at prices ranging from $140 to $240 per ton. Peanut oil, priced in 1938 at $90 per ton, sold last year at $770 per ton. Europe is expected to get its major supply from the Philippines, China, and South America. It is emphasized, that despite our own lack of adequate fats and oils, we must contribute to the European supply, although the Europeans are warned that relatively only a small part of its total requirements can be made available from the United States. It is significant, however, that there is no discussion of the limits within which the Europeans may expect our help.

The sugar situation is discussed at much length. It is stated during the current fiscal year the indications are that there will be a 1,000,000-ton surplus, even in view of increased requirements. During the period between 1947-52 it is predicted the surplus may reach critical proportions unless the Philippine, Javanese, Formosan and other growers are put under some production restrictions. The expected surpluses are regarded as certain to cause sugar prices on the world markets to decline sharply from present levels. Greece, Iceland, Luxembourg, Norway, Portugal, the Saar and French North Africa are listed as requiring importation of every ounce of sugar. Ireland, The Netherlands, the United Kingdom, Switzerland and the Western zones of Germany will need imports to fill what they lack; Belgium, France, Denmark, Austria, Italy, Sweden and Turkey produce enough to take care of their own needs.

It is suggested that Cuba, which has reached an all-time high in sugar production, and is expected to have an extraordinary crop this year, will be hit hardest by the involved equations of the ERP plans. The report points to the desirability of supplying cacao beans to the Europeans because of the very high calorie content of chocolate products. It states the United States has long been the world's principal consumer of cacao beans importing over 40 per cent of all cacao entering the world trade, an average of 270,000 metric tons per year before the second world war. The 16 Western European nations ask for 1,651,000 metric tons from 1947 to 1951.

The tight situation requires that cacao beans be kept under international allocation. The price is now at its highest in history, 45¢ per pound. In 1939 it was 6¢. The distribution is under control of the British Boards for Control which have been established in the Gold Coast and Nigeria, in Africa. They buy and sell the raw crop, as the sole buyers and sellers. They control well over 50 per cent of the world's cacao.

WORLD TRADE IN COCOA

Commerce Department late in January announced publication of a book, "World Trade in Cocoa," No. 71 in the Industrial Series, whose 175 pages are reported by the Office of International Trade, to contain all available official data about cocoa since 1909 to the present day. The book provides an analysis of the cocoa situation throughout the world.

Beginning March 1, commercial shipments of all commodities to Europe will require individual validated licenses. The countries enumerated as coming under the requirement include all countries of continental Europe, the British Isles, Iceland, Turkey, the U. S. S. R., all Asiatic possessions of the U. S. S. R., Portugal, the Azores, Madeira, Tangier, Spain, and all Spain's colonial possessions, and the Mediterranean islands.

The new rule does not apply to shipments to specified destinations in the countries, such as gift packages. There will be no change in the forms and the procedures required to obtain licenses for shipments of goods on the Positive List. The Positive List is a list of those commodities

in short supply. Export licenses are required for commodities on this list for all destinations. The new licensing policy has been established, according to the Office of International Trade pundits, to insure careful programming of the supply of essential goods to areas of greatest need, and to limit the shipment of commodities which can make no contribution to world recovery.

As the industry knows, the actual business of screening applications for licenses, and issuing licenses, hereafter will be the task of the various old-line commodity divisions of the Bureau of Foreign and Domestic Commerce. For example, export of chemicals, and allied materials such as are used by the perfumery, cosmetic, and toiletries industry, will be licensed by the Chemicals Division, which is under the direction of C. C. Concannon. C. E. Lund is the Chief of the branch in charge of the Fats and Oils Section; and Loring Macy is in charge of the Food Section, which includes some of the flavoring materials. All the divisions and branches charged with the new license duties are now in process of expansion.

DEPARTMENT OF COMMERCE EXPORT REGULATIONS

The re-organization of the part of the Department of Commerce responsible for export regulations and licenses has caused a great undercover upheaval. It has taken from the Office of International Trade many powers and responsibilities which it took over from the war-time Federal Export Administration. The FEA was one of the storm centers of Government during the war.

Commerce Department is staffed by a large number of the highest type of career men in our Government. Most of them have been in the Government service all their business lives. They are unusual in character and in the devotion they expend upon their work. The newcomers via FEA were undoubtedly men of high aspirations; but it was natural for the men who have spent a lifetime in the Department to accept with reservations those who came in without the training to which the career men had been disciplined. Unhappily the FEA men recently made some bad blunders in their relations with the export people. Early in January they announced that the historic basis for preference in issuing licenses would be abolished. Old and new firms were placed on the same footing. The licenses would go, it was announced, to those who quoted the lowest price to foreign customers.

OFFICE OF INTERNATIONAL TRADE

The object, according to the Office of International Trade, is to help the foreigners make their dollar exchange stretch as far and as widely as possible. The new policy came as a bombshell, upsetting long-established custom. It obviously precipitated innumerable problems. In order that these might be cleared up at one sitting, the exporters and their agents were invited to a meeting with the heads of the OIT. Upwards of 1,000 persons came to Washington from all parts of the country. Unfortunately the explanation of the new plan was not very adequate in the opinion of the visitors. The screening of the questions, which had to be submitted in writing, was considered inept. The irritation among the people who came from a distance was so aggravated that after the conference several of them filed complaints, and demanded their Congressional representatives start an investigation of the OIT, and its officials.

It is still not clear what may happen. Apparently the Secretary of Commerce is not able to move as freely in the affairs of the OIT as he can in connection with other parts of the Department. The OIT has its own appropriation of $14,000,000. Any agency which has an independent treasury, as it were, can scarcely be ruled as completely as a branch which functions more subordinately under the fiscal domination of the head of the basic unit. There is little doubt the Congress will make some inquiry about the affairs of the OIT when the Committee in charge takes up the investigation of Government agencies scheduled later in the year. Agencies which are under fire also find it difficult to obtain new appropriations. There is small doubt there is some rough weather ahead for the OIT.

CUBAN RESTRICTIONS ON FOREIGN FIRMS

Early in January the Department of Commerce announced that the Cuban Government will henceforth not permit any foreign firm using the services of a representative or agent or distributor to cancel or revoke its agreement with the representative for the purpose of transferring its representation to another firm without showing "just cause" to the Cuban Ministry of Labor. These restrictions apply even in cases where foreign firms desire to establish branches in Cuba or direct agencies to handle business now being handled by other agents, commission merchants, and the like. "Just cause" may be the showing that the former agent has infringed or violated the provisions of the agreement under which the representation has been conferred; or, fraud or abuse of confidence in the matters entrusted to the agent or distributor; or, lack of fitness or negligence on the part of the agent; or, continued decrease in the sales or distribution of the articles, for reasons that may be imputed to the agent; or, divulgence of the secrets of the industry or trade in question; or, any act which may be imputed to the agent which is detrimental to the effective introduction or distribution of the products handled by the agency. The new regulations were announced in Presidential Decree No. 4504, December 22, 1947. Foreign firms which violate the decree will not be permitted to operate in Cuba or establish agencies.

Saponin is made from quillay bark. The quillay tree grows in Chile. The stands of quillay are diminishing. To conserve the vanishing tree, permission must now be obtained from the Chilean Government before any tree may be cut. Late in December the Chilean Institute of Agricultural Economy announced a maximum quota of 600 metric tons quillay bark has been approved for export, and will be authorized at the request of qualified exporters. During 1947, 1,319 metric tons of quillay were authorized, while 919 tons were shipped. There are still 400 tons of the 1947 quota allocation available for export.

Early in February the Cork Institute of America opened an exhibit of cork and products manufactured from cork in the main lobby of the Department of Commerce Building in the Capital. The exhibit is designed to demonstrate the importance of cork in the economy of the United States. Our own cork industry is now entirely dependent on foreign sources of supply. Approximately 60,000 metric tons are annually imported into the United States. The world supply totals 300,000 metric tons. Cork-oak grows in the Southern part of the United States. Largest production is in California. The actual commercial supply is negligible. The show closes February 29.

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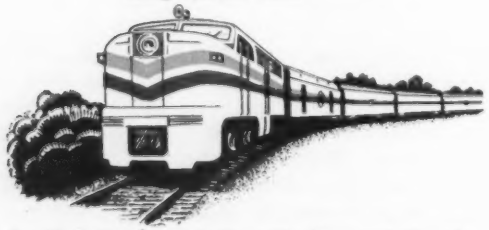

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NEW PRODUCTS AND PROCESSES

Maryland Glass Line

The Maryland Glass Corp., Baltimore Md., has introduced a new line of containers known as the Perfume Oval line. The line, of clear glass, with rounded shoulders, extended base, and generous label surfaces, is available in sizes of 1/8, 1/4, 1/2, 1, 2, 4 and 8 ounces.

Cap Liner Material

Research and technical experiments during the past few months indicate that Saran Film 517, developed by The Dow Chemical Co., Midland, Mich., is adaptable for use as a cap liner material. Toughness of film, together with high resistance to chemicals and low moisture transmission prompted the experiments. Saran Film 517 has been successfully laminated to various types of backing materials and is immediately available.

Miniatures Boost Perfume Sales

The importance of miniature bottles in stimulating the sale of perfume was borne out by sales in the midwest during the holiday season Glass Industries Inc., 10 W. 33rd St. New York 1, N. Y., points out. As reported in the January issue of the AMERICAN PERFUMER dram shops in Chicago did a land office business. Lines formed and customers waited three and four deep to be served. Stores in St. Paul, Duluth and St. Louis also capitalized on the appeal of miniature bottles to sell perfume in dram lots and sales in all were reported to be good. Prices ranged generally from $1 to $3 per bottle depending on the perfume chiefly. This method of selling perfume in small lots proved to be sound because it enabled women to get perfume at prices they could readily afford.

As there are numerous styles and designs of miniature bottles from which a wide choice is open to the perfumer, the company points out, for increasing sales of perfume now in the popular dram sizes. Full details about the styles and designs of these miniature bottles will be sent on request.

New Maryland Glass Corp. Line

Low-Cost Resin Alcohol

Commercial production of a new low-cost resin alcohol made from rosin has been announced by the Hercules Powder Co.

The new product is called Hydroabietyl alcohol, and is a viscous liquid at room temperature. It is colorless, tacky, and not miscible with water. It is said to be very resistant to discoloration and degradation by light or air.

Hydroabietyl alcohol is subject to esterification with both organic and inorganic acids and etherification. It is miscible with alcohols, ketones, esters, ethers, hydrocarbons, and chlorinated hydrocarbons.

Laboratory Pulverizer

A new, specially designed, popular-priced mill for laboratory use in the grinding of analytical samples, has been announced by the Pulverizing Machinery Co.

Known as the Mikro-Samplmill, it is furnished in two models, one for bench use and a floor model. Complete and thorough cleaning between batches is generally a matter of only one or two minutes, depending upon the character of the material ground.

New Catalogs

Two German methods for the production of chlorinated high molecular weight polyvinyl chloride resin are described in a report now on sale by the Office of Technical Services. The report was prepared by Clayton F. Reubensaal, OTS investigator, following a study of the processes at the Bitterfield and Rheinfelden plants of I. G. Farbenindustrie. Detailed technical descriptions of both processes are contained in the report, with diagrams of chemical reactions and flow sheets.

Orders for the report (PB-77677; *Chlorinated Polyvinyl Chloride;* mimeographed, 50 cents; 19 pages) should be addressed to the Office of Technical Services, Department of Commerce, Washington 25, D. C.

An illustrated brochure has been issued by the New England Collapsible Tube Co., New London, Conn. The brochure contains useful information on tubes, openings, measurements, tips, clips, applicators, cartons and filling and closing machinery.

Felton Chemical Co., Inc., 599 Johnson Ave., Brooklyn, N. Y., has issued a new catalog which contains a comprehensive listing of aromatics and perfume specialties, conveniently arranged according to usage. Copies may be obtained without charge.

Dr. Alexander Katz & Co., 4641 Hollywood Blvd., Los Angeles, Calif., has issued a new catalog and monthly market report. They may be obtained without cost.

The new edition of the "Bottling Engineer Handbook" is now available to companies requesting same on business stationery. It is prepared by the engineering department of the U. S. Bottlers' Machinery Co.

This handbook is designed to familiarize manufacturers of liquid and semi-liquid products with the economic advantages of various types and designs of machines developed by the company.

National Adhesives, New York, N. Y., has issued a comprehensive booklet, "Successful Case Sealing," as part of a program in cooperation with freight shippers, the Railway Express Agency and the railroads to promote better case and carton sealing.

The booklet has been compiled from the field experience of the National Adhesive technical staff as a practical service guide. Copies are obtainable without charge.

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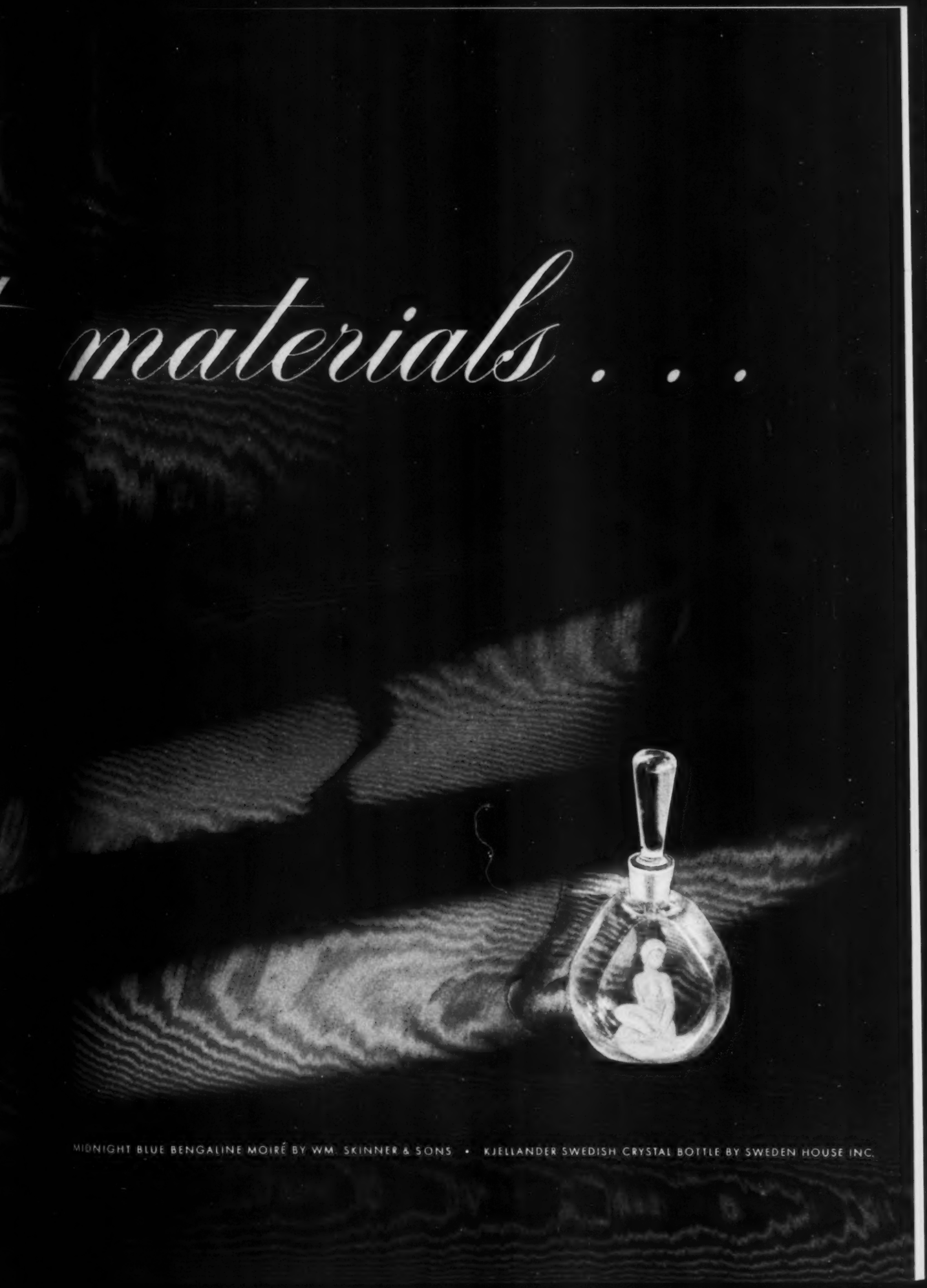

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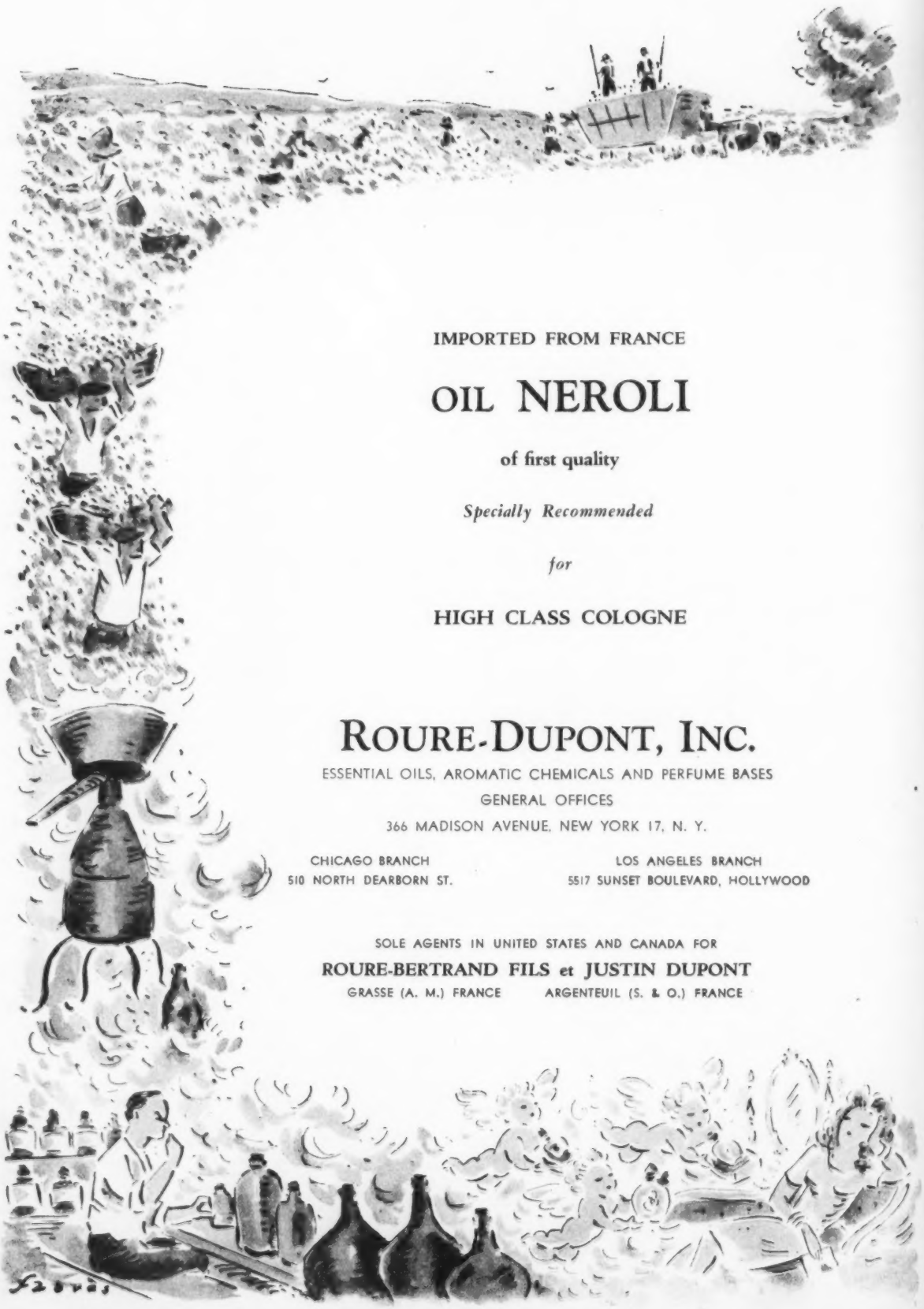

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A compendium of significant news and views

Harold Hutchins says . . .

TOO MANY ANGLES

Will the national registration of chemists, perfumers, physicians, etc., ever happen in the United States? Or will State lines continue to plague us all? And how about national marriage laws and uniform divorce laws? See the point? And that Federal Food, Drug and Cosmetic Law would also go national, instead of just interstate. Oh, so many angles to it.

THE POOR DOCTOR

The title of doctor has had its beating. You now find all kinds of doctors, such as divinity, pharmacy, osteopathy, podiatry, chiropractic and what-have you, not to mention law. Now, it seems, the Medical Department of the Army will prove to be a catch-all for everybody who is not a physician. The First World War had the Sanitary Corps tacked on it, which also included the Nursing Corps. The Pharmacy Corps comes next, but the end is not yet in sight. How about a Cosmetic Corps, within the Medical Corps? WACS, I mean.

ONE MAN'S IDEA

A man I know about was very certain about his feelings regarding doctors. He poopoohed the time which doctors devoted to the poor, in order to learn how to properly care for their paying patients. He even invented a slogan—"I wish neither to give nor to receive medical charity through a doctor." He was all for a general tax on all people to pay all doctor bills. He sought to pay per capita—the number of people in his household and not per capita, the number of dollars in his bank accounts. For many years this man was well. He did not visit doctors. He had no need to test his slogan on himself. But, a short time ago, he had a heart attack. And how he sought for the services of doctors. Did he choose his doctor from those who were paid per capita, according to the amount of money in his bank account? Or did he choose those who had slaved among the poor of the city—those with the largest experience per capita the number of people in the community? Well, as this is being typed, he is still under oxygen tents. A silent prayer for his recovery. It's funny how this fellow ignored the work of the charity doctors in the slums of the city. He forgot his servants, his maids, the governess for his children, all had relatives in the slums. These members of his household visited their relatives. And if the relatives and their off-springs had untreated scabies, and untreated this and that, the servants and the maids and the governess would convey the diseases from the slums to his own house and to his own children. Yet, he wished neither to give or receive charity, via a doctor!

TAXES UP 1000 PER CENT

The $11 billion in corporation taxes paid to the Federal government in 1946 was ten times the tax bill paid by corporations to the Treasury in 1939, the last previous peacetime year.

RECOMMENDED READING

And this is not kidding—you must read it for yourself. If you haven't seen the article, and your firm does not receive the "Merck Report," just ask your secretary to write to Douglas Wakefield Coutlee, 161 Avenue of Americas, New York 13, for the January issue. Then feast your eyes and open your mind to a story therein, written by Herman Goodman, M.D., the medico-skin specialist whose name you have read in these columns.

PREDICTS STABILITY

In speaking before the recent meeting of a New York pharmaceutical group, Herman Brooks, who served as president of the Toilet Goods Association for over a decade, predicted the industry would be on a stable basis by next Spring or Fall. He stated that while the war-time boom in business is over for manufacturers, excise tax figures in 1947 indicated the retail decline in business represented a small figure. Against this decline, he pointed out the fact that the toilet goods industry had an increase of 75 per cent, from 1940 to 1946.

MEMORY LINGERS

To induce better acquaintance between management and the families of its employees, a Massachusetts manufacturer has for years given a Christmas party for the children of workers. Recent studies showed that of 68 children who attended the party in 1925, 22 grew up to become workers in the plant Under this percentage, 200 of the 600 kids at the subsequent parties will follow their parents into employ of the plant that entertained them.

THEY TALK IT OVER

Periodically, an Indiana manufacturer assembles his 2500 workers for a man-to-man talk about the facts of life of his company and the nation's economy. Since he began, plant losses, due to workers' errors, have dropped 25 per cent and productivity has increased from 10 to 20 per cent. Polled informally, both before and after the boss had explained the truth about the Taft-Hartley labor relations law, the employees preponderantly said the explanation led them to favor the new act.

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I. J. ZOLLINGER, PRESIDENT
12 EAST 22nd STREET, NEW YORK 10
CHICAGO—A. C. DRURY & CO., INC.
219 EAST NORTH WATER STREET

BEAUTIFUL SNOW

Perhaps the time will come when street cleaning departments will discontinue their old horse-car methods of removing snow and enter the atomic age. First, the gasoline-propelled vehicles force the snow against and on the pavement. Next, the police serve you with a notice to shovel your sidewalk and make a gutter for draining off the melting snow, then the snow plow comes through again and pushes it back on your sidewalk and you sit back to await another call from the man on the beat. And it keeps on and on!

RESEARCH INCREASES

An increase of 270 per cent in anticipated expenditures for industrial research during 1947 over the prewar year of 1939 was shown by manufacturers replying to its Patents and Research Committee's questionnaire, reports the National Association of Manufacturers. Among the facts brought out by the survey is that many companies are spending a larger proportion of their gross sales on industrial research than before the war.

WHAT NEXT?

According to recent reports, the lack of living quarters is being blamed for many broken marriages. One writer claims the worst enemy to a long, happy marriage is the inability of the husband and wife to have a bang-up good fight. The making up is reported to be so sweet. The battle, the tears, the aftermath of kisses are denied to victims of lack of facilities for living quarters.

CAPSULE COMMENT

We have nothing against historical resumes when they are so labelled. And while on the subject, we can't tolerate book reviews which are, in effect, a re-writing of the jacket blurb, or the words in the foreword, or introduction. Let a fellow who reviews a book say right at the out-set whether he read the book or didn't read it. And we mean from kiver-to-kiver. And all the pages in between, too!

RETARDS TOOTH DECAY

A study showing that children can be made 90 per cent immune by the use of a treatment of zinc chloride and potassium ferro-cyanide was recently presented by Dr. Bernard Gottlieb of Baylor University, before the American Dental Association, meeting in Boston. Results from limited experiments conducted on children, during the past five years, indicated to Dr. Gottlieb and his associates that this method is 50 per cent to 60 per cent more effective in preventing dental caries than sodium fluoride. The technique is simple, and involves no more than flooding the cleaned teeth of children, after the teeth have been dried, with salt solutions to block up microscopic routes of bacterial invasion.

FOR TOMORROW'S JOBS

In the past 75 years we have had to devote roughly one-fifth of our gross national production to capital investment. This money has been used to build new plants, buy new machinery and equipment. These plants and equipment have enabled us to expand production, raise wages, shorten hours, and greatly raise the standard of living of our people. Investment capital cannot be accumulated if the money people would normally save and invest in job-creating enterprises is siphoned away by excessive taxation. This is a problem that must be solved by Congress. Present high tax rates are drying up the sources of venture capital.

REASON FOR HCL

Asked by Psychological Corporation's poll takers "What do you think are the main reasons for the high price of food and other products?" 29 per cent of urban dwellers recently answered "the government," while 28 per cent answered "unions and strikes." A total of 16 per cent of those replying to the questions said "business companies" and 3 per cent said "farmers." "Scarcities" were held responsible by 10 per cent. "Government shipping goods overseas" and "high taxes" were other factors blamed for high prices.

LEVER CONTEST

One of the largest and most spectacular competitions ever offered to the public was launched February 2 by Lever Brothers Co. with the opening of its $100,000 Fur Contest in the course of which a $3,000 mink coat, plus 78 other fur prizes and 250 cash prizes—or a total of 329—will be given away every week for five weeks. In addition to the 1645 prizes offered to the public, there are 395 cash prizes totaling $8,750 for dealers who help their customers win. Each week, 79 dealer prizes will be awarded, according to the value of the furs won by customers, with tops at $300.

NEW PUBLICATION

Givaudan-Delawanna, Inc., manufacturers of aromatic materials, has started a new publication, "Sindar Reporter," to report the activities, promotional ideas and progress of Sindar Corp., a subsidiary company devoted to serving the industries outside the beauty field who are interested in improving the odor and therefore the salability of their products. In short, the new Sindar Corp. will devote its exclusive and undivided energies to the development, application and sale of aromatic and other industrial chemicals as their major work.

REMINGTON MEDALLIST

The 1947 Remington Medal was recently presented to Dr. Rufus A. Lyman, before a large gathering in the main ball-room of the Hotel Pennsylvania in New York. In selecting this outstanding educator as a recipient of pharmacy's highest award, the Committee aptly described his achievements from a professional stand-point, as well as his human qualities.

IT'S YOUR BUSINESS

Decisions to be made by the present session of Congress are of momentous concern to business, agriculture and labor. In a capsule, here are some of the things on which Congress must act between now and the Presidential nominating conventions, which start in June. (1) Shall Congress authorize the entire Marshall Plan, estimated to cost from $17 billion to $25 billion in four years; or shall it reject or modify it? (2) Shall Congress grant President Truman's request for authority to regiment business in peacetime? (3) How much will Congress cut the Federal budget, and how much tax relief will it vote? (4) Will Congress adopt "socialized" medicine or other similar proposals to make individuals dependent on the Federal government? Congressional action on the Marshall Plan will, of course, affect the tax reduction fight, the size of the Federal budget, and may determine whether prices shall continue to rise. Some Congressional groups, although favoring aid to Europe, are committed to paring the Federal budget by a substantial amount, so as to make more room for tax reduction and bring about a reasonable payment on the national debt. Demands for new authorizations for social purposes, together with pressure for additional appropriations, will increase as election nears.

Gathering civet from pouch of civet cat—in Abyssinia.

CIVET...

Highest Quality

IN STOCK AGAIN FOR IMMEDIATE SHIPMENT

Good news for our customers! Your needs for civet can be supplied without delay from our stocks in New York. In original horns, this is the same civet—unexcelled in purity and dependability—that leading perfumers preferred before the war.

Write or phone for quotations. Samples if desired.

NAUGATUCK AROMATICS

DIVISION OF UNITED STATES RUBBER COMPANY

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BEHIND THE CURTAIN

The recent 10-1 devaluation of the Russian ruble throws a ray of light behind the Iron Curtain of Communism. It seems that—not counting the millions who work for nothing in the Reds' concentration camps—the Russian worker spends most of his leisure time getting to work or standing in line for his bread and tea, works a 48-hour week, and earns only one-tenth of the real wages of an American worker. Take away nine-tenths of YOUR savings and try to scrimp by on one-sixth of what you earn, and you would have a glimmering of an idea of what some 180 million hard-driven men, women and children are up against in Russia's version of the promised land!

SEVEN DRUG PRODUCTS

According to a "Medicine Chest Survey," prepared by Fawcett Publications, 67 West 44th St., New York 17, N. Y., chest rub, aspirin, tooth paste, adhesive plaster, absorbent cotton and liquid antiseptic are found in 80 per cent of all homes. Gratis copy available.

PROTECTS FAIR TRADE

Sterling Drug, Inc. has intervened to protect the constitutionality of the Florida fair trade laws against the challenge of Webb's City Inc., St. Petersburg, Fla., which advertises itself as "the world's most unusual store," selling $12,000,000 a year of cosmetics, drugs, liquor, ready-to-wear, coffee, gasoline, groceries and meats. In disclosing Sterling's action, Edward S. Rogers, chairman of the board, and often described as the "father of fair trade," said that "the interest of drug retailers throughout the country is at stake" because "the entire concept of fair trade is at stake."

RETAIL PRACTICE

The Federal Trade Commission has changed its policy with respect to promoting a product by inducements to retailers' sales-help. Under old court decisions, this was illegal only if the retail proprietor was not told. Later, RFC decided in "demonstrator" cases that gratuities had to be offered on equal terms to retail customers. The new line, adopted in the Philco order, which the company accepted at once, argues that the public looks to the retail salesmen for unbiased comparisms of competing brands and that bonuses to them deceive the public. A company that suspects competitors of paying special commissions to retailers' salesmen stands a good chance of success in complaining to the Commission. Defense against such a complaint must include: (1) Special commissions are not secret, e.g., through labeling of demonstrators. (2) They do not violate the Robinson-Patman Act by failure to offer them equally to different retail establishments.

NEW SALES OFFICE

To serve the growing chemical industry in Texas, Carbide and Carbon Chemicals Corp. has opened a new sales office, at 1527 Esperson Building in Houston, to be in charge of Paul J. Doyle, Jr., who has been with the company since 1940 and recently returned from service in the Army.

LYONS PREMIUM OFFER

To promote Lyons Tooth paste and Dr. Lyon's Tooth Powder, the R. L. Watkins Co. Division, Sterling Drug, Inc., is making its first premium offer of 1948, starting as of January 28, according to D. H. Williams, vice president. A "Love Locket Pin," finished in gleaming gold, is the premium, available for 25¢, plus an empty carton of Lyons Tooth Paste or a box top of the tooth powder. An extensive radio program supported the campaign, as well as point-of-sale material to dealers.

POINT-OF-SALE EXHIBIT

Kay, Inc., creators of Kay displays, has opened an exhibit of point-of-sale material at the Penthouse Gallery, 9 East 40th St., New York City, featuring those displays which, because of their appropriateness to dealer needs, have attained the highest degree of dealer acceptance, most desirable store positions, and the longest period of sustained showing. The purpose of the exhibit, open Tuesdays through Thursdays from 10 a.m. to 5 p.m., is to provide a focal point for advertisers to study trends.

PHILLIPS' NEW PLANT

One of the first and largest drug manufacturing establishments to be put into operation in the South since the end of the war was opened in January at Gulfport, Miss., by the Chas. H. Phillips Co. Division of Sterling Drug, Inc. Products manufactured at Gulfport include Phillips' Milk of Magnesia, Phillips' Milk of Magnesia Tablets and Haley's M-O. A full day of events, including the presence of the Governor, marked the opening of the new plant.

ACTS ON DRUG LAW

A resolution urging passage by the Senate of the Miller bill "without amendment" was adopted last month by the Food, Drug and Cosmetic Law Section of the New York State Bar Association at its third annual meeting in the hall of the Association of the Bar of the City of New York. The Miller bill, H.R. 4071, already passed by the House, clarifies the power of the Food and Drug Administration to seize goods held for sale in interstate commerce. In other resolutions, the section approved an increased budget for the FDA and authorized a special committee to confer in an advisory capacity with it regarding exemption of retailers from "affirmative" labeling provisions of the Food and Drug Act in the case of sales from a bulk package.

NEW SQUIBB STOCK

E. R. Squibb & Sons announced last month the sale of 90,000 shares of newly authorized $4 cumulative series A preferred stock to an institutional investor at $100 per share, plus accrued dividend from November 1, 1947. The company also announced that out of the proceeds it had paid off $8,000,000 of term bank loans. A quarterly dividend of $1 per share was declared by the board of directors last month on the new series A preferred stock, payable on Feb. 2, 1948.

MODERNIZES PLANT

The Glidden Co. has placed a contract with Blaw-Knox Co. for equipment and engineering to be used in modernizing its Cleveland plant. Blaw-Knox will supply and install new resin production equipment, design a new structure to house the equipment and provide engineering for the remodeling of existing structures. The amount of the contract is in the neighborhood of $100,000.

MODEL BEAUTY SHOP

The design for a "model" beauty shop which combines ideas for effective modernization with suggestions for improving customer service is being offered to the beauty industry by the Armstrong Cork Co. in collaboration with the National Hairdressers and Cosmetologists' Association, Inc. The "model" design was presented in a color page appearing in the January 3 issue of *The Saturday Evening Post*, the January 12 issue of *Newsweek*, and the January 19 issue of *Time*. A portfolio has been prepared by Armstrong for free distribution to those interested.

HENRI ROBERT INC.

To AMERICAN PERFUMERS
Who Want Success Through Quality

HENRI ROBERT Inc.

Distinctive American raw materials for perfumes . . . in the French tradition

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ABSOLUTES OF EXCEPTIONAL QUALITY MANUFACTURED FROM THE PRINCIPLES DEVELOPED IN 1890 BY JOSEPH ROBERT

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CREATEUR DE PARFUMS

WILL PERSONALLY HELP YOU UTILIZE THESE THREE SOURCES OF OUTSTANDING RAW MATERIAL AND ENABLE YOU TO DEVELOP MODERN PERFUMES OF BEST QUALITY AND HIGHEST SALES APPEAL.

NEWS . . . **Harold Hutchins Says** . . . VIEWS

WIN DECREE

A final decree has been entered in Chancery of New Jersey which enjoins two Newark, N. J., drug stores from violating the manufacturers-retailer fair trade agreements of the R. L. Watkins Co. and the Centaur Co., Divisions of Sterling Drug, Inc. The decree, signed by A. Dayton Oliphant, chancellor, and O. Bigelow, vice chancellor, perpetually enjoins and restrains Wolf's Cut Rate, known also as Wolf Drug Co., from selling, advertising for sale or offering for sale at their stores the products of the two Sterling Divisions by making and giving the purchasers any cash rebate; from giving any article of merchandise for which the customer does not pay the full and fair value in addition to the minimum resale price stipulated for the products of the two divisions; or from selling any of these products at less than minimum fair trade prices. Henry Wolf is president of the two stores involved, which are located at 683 and 825 Broad St., in Newark.

SHULTON CAMPAIGN

Large space advertisements, featuring a special Desert Flower promotion for March, have been placed in 113 newspapers of 100 cities servicing America's major markets, by Shulton, Inc., creators of Desert Flower perfume line, as well as Early American Old Spice and Friendship's Garden Toiletries. Wesley Associates is the agency.

RELEASES TRADEMARK RIGHTS

The Dow Chemical Co. announced last month that they have formally released their trademark rights to the name "Saran," permitting it to become the descriptive name of the product. The action was taken in the interest of simplifying identification on various plastic materials whose chemical names have for years been confusing the press and trade alike.

LOWERED COSTS

The remarkable low cost and increase in production capacity of styrene monomer, in connection with the synthetic rubber program, has made available in this counutry facilities for producing tremendous amounts of the product. This, in turn, is responsible for making polystyrene the lowest cost thermoplastic with crystal molding powder selling at 24½¢ per pound. Because of this, polystyrene plastics at present seem to have the low-priced field for injection molding thermoplastics fairly well in hand. In bringing out the above facts, Dr. Reid G. Fordyce, of Monsanto Chemical Co.'s Plastic Division, said it was responsible for increased research.

NEW COSMETICS

Roma Lind, Inc., a new cosmetic firm located at 177 North State St., Chicago, Ill., announces a new line to be offered shortly to department stores and other retail outlets. All three items will retail for $1.00, including a new transparent beauty masque containing hormones and cholesterol, a hormone cream, and an all-purpose cream.

COLORFUL NEWS

Because of her great interest in color, which is one of the keynotes in her life, and because of her perfectly-timed awareness of the needs of the women in America, Madame Helena Rubinstein recently announced the appointment of Del Russo, widely known authority in the application of make-up and make-up consultant, as another service to women in helping them to become expert in the application of Rubinstein preparations. Before sailing for France last month, Madame Rubinstein announced that Del Russo would make a coast-to-coast trip this Spring, appearing in leading stores, enroute.

NEGOTIATES LOAN

Sterling Drug Co., Inc. has announced last month that it had borrowed $12,000,000 from the New York Life Insurance Co., by issuing a 3 per cent sinking fund note payable in 15 years. In announcing completion of negotiations for the loan, it was stated that Sterling sales increase during the past few years have been accompanied by an increase in accounts receivable. Likewise, inventories have risen, because of both greater sales and increased costs. The loan will enable Sterling to pay off its bank indebtedness and provide the increased working capital which is necessary to accommodate the steady growth of the business.

PURELY PERSONAL

GERARD S. FOWLER, general sales manager of Hudnut Sales Co., announces the addition of John E. Motheral and A. M. Richards to the sales staff. Mr. Motheral will cover Montana, part of Wyoming, part of Washington and Oregon. "Dick" Richards will take the territory of Northern California.

MARY SKAGGS has left her position as publicity director of Dana Perfumes, Inc. to join the staff of the Chicago Tribune.

HENRIETTA AMOS has joined the Northam Warren Corp. as promotion-publicity director of Peggy Sage and Cutex. Miss Amos had been with Abbott Kimball Co. for the past four years as director of cosmetic publicity.

WILLIAM M. HOLMES, formerly president of Bonwit Teller, has been elected chairman of the board of Jacqueline Cochran, Inc., newly incorporated cosmetic firm. The original organization, Jacqueline Cochran Cosmetics, was formed in 1935. The ownership of the company is unaffected by the incorporation.

DONALD L. SANDERS has been elected secretary of Bristol-Myers. He had previously served as assistant secretary of the firm.

OGILVIE SISTERS LABORATORIES, INC. welcomes its general manager, Jack Curry, and its veteran production manager, Krafft Spiekerman, back from the hospital.

DR. W. E. HANFORD, scientist, has been appointed by the M. W. Kellog Co., process engineers, to the newly-created post of director of petroleum and chemical research.

JACK I. POSES, president of Parfums D'Orsay, sailed for Paris late last month to complete arrangements for the American debut of Divine perfume which is scheduled for some time in 1948. During his month's stay abroad, he will visit perfume oil fields and sources of supply in the South of France and Holland.

GERTRUDE BAILEY has left the William Estey Advertising Co. to join the industrial and public relations staff of Monsanto Chemical Co., with headquarters at their 445 Park Avenue office, in Manhattan.

WILLIAM COLLIER, formerly with Prince Matchabelli, has become vice president of the Dakin Sales Associates of New York City.

HAZEL RAWSON CADES, Good Looks Editor of *Woman's Home Companion*, has a new assistant named Peggy Bell.

R. N. W. HARRIS, president of The Toni Co., made big news last month when he sold out to the Gillette Safety Razor Co. for $20,000,000. There will be no changes in the personnel of the Toni Co., stated Joe Spang, president of Gillette.

FRANCIGENE SHERIDAN, associate fashion editor of *Charm* Magazine for the past nine months, has been appointed to the post of Midwest editor.

JAMES C. DOUGLAS has been named radio coordinator of Colgate-Palmolive-Peet Co.'s foreign department, working primarily with that department and the domestic advertising department, according to a recent announcement by W. L. Sims II of the foreign department.

PALMER J. LATHROP has been elected a vice president of Bristol-Myers Co. He formerly had served as an assistant vice president of the company.

C. W. FULLER, advertising director of Street & Smith Publications, Inc., which publishes *Charm* Magazine, was awarded the Miami Fashion Council Annual Award, in appreciation for outstanding service to the Council in 1947.

ERWIN G. SOMOGYI has been appointed to the newly created position of assistant director of research of the Plastics Division of the Monsanto Chemical Co.

EVAN D. McQUARRIE has become a partner in the Western Pharmacal Co.

GUY S. DUNBAR, who retired as president and general manager of Burroughs Wellcome and Co., U.S.A., Inc., some months ago, has been elected president and a director of Nips, Inc., a company which repackages perfumes in single application ampules.

JOE SHEERAN has been appointed West Coast representative of Jean Patou, parfumer. He is well known in the territory, having been in the toilet goods field for many years.

SID SHARRON, general manager of Martha Lorraine Lip Brushes, recently became the proud papa of a baby girl.

SAINT LOUIS COSMETIC CLUB, which recently elected this writer an "Honorary Member," will hold its 1948 Show at the Lennox House, in St. Louis, from September 9 to 12th.

OWEN STONER, formerly advertising manager of Wm. Filene's Sons, Boston, has been named director of advertising and sales promotion of Prince Matchabelli, Inc., according to an announcement made by Norman F. Dahl, president of the company. Mr. Stoner had been with Filene's for over 20 years, leaving to serve with the Navy in the war.

FRANK GILLISE, sales manager of Parker Herbex, is on a nation-wide tour of the better retail outlets to tell them about the new Herbex Wavesaver.

BILL MORRISON, formerly with Don Juan, has been named general manager of Dolcin Co.

RALPH L. GODFREY, formerly connected with Revlon Products Corp., is now merchandising counsellor for Louis Nadelson, specialist in cosmetic merchandising displays.

AMY BLAISDELL, publicity director of Helena Rubinstein, recently visited the ski areas in Maine.

GERARD O'BRIEN, of Caron, is passing out cigars because of a new baby boy at his home.

CLARA "TALLY" DOLLAR, buyer of cosmetics at Sears, resigns to live in California.

REVLON introduces Snow Pink and Snow Rose shades in time for February business.

TUSSY will use an extensive fashion tie-up to introduce its new Spring shade, known as "Garden Party."

DONALD HOPCRAFT, sales manager of Dana Perfumes Inc., reports they have taken over a new 900 square feet of space in the French Building, in Radio City, on the same floor as their present and much smaller offices are located.

YARDLEY offers a new Triple Compact housing rouge, lipstick and powder, at $6.25.

NORTHAM WARREN selects "Look Pink" as its new Spring shade choice for both Cutex nail-polish and lipstick.

R. A. TRYRIVER, formerly connected with Yardley, has joined Harriet Hubbard Ayer as assistant to Erwin M. Hurt, general sales manager.

DAVE STEWART, assistant sales manager of Yardley, takes on added responsibility, in the form of assuming charge of department store sales and promotion, in addition to handling all of the drug chains.

CARL GARDINER, vice president of Schnefel Brothers, recently suffered painful burns when a hot water heater exploded in his New Jersey home.

HELENA RUBINSTEIN new Spring shade lipsticks and nail lacquer will be "Pink-And-Fair," and "Coral Fair," both available about March 1.

PAUL DREIFUSS, Fifth Avenue sales agency, takes over distribution of Van Raalte's new 10¢ Nylon hair nets.

MARY BROWN, formerly publicity director of Primrose House, has joined Harriet Hubbard Ayer.

BERNICE PECK, Health and Beauty editor of *Mademoiselle*, is on a coast-to-coast tour to obtain coming features for her department and to call on the trade enroute.

FAWCETT WOMEN'S GROUP has completed a summary report of beauty surveys it has conducted since 1941, under the title of "Seven Years With The Fawcett Beauty Reader Forum." A gratis copy may be obtained by writing to 67 West 44th St., New York City.

GUERLAIN promises to have its Colognes available again for Spring business.

RAYMOND GILBERT, secretary and general manager of Parker Herbex Corp., recently became the father of a baby girl.

HARRIS WHITAKER recently resigned his position with Gourielli and moved to Chicago, where he has been named general manager of Dana Perfumes. Few men in the industry have had the all-around experience that Mr. Whitaker has garnered in his many years with some of America's most outstanding cosmetic houses, as well as French houses, serving in various capacities.

ARMAND VOETTER, formerly with Rigaud, has joined Schieffelin.

OGILVIE SISTERS have renewed production of their Permanent Wave Shampoo, which was discontinued during the war.

STANLEY PARK has resigned as sales manager of Tangee and becomes vice president in charge of sales for Payne Cutlery Corp.

K. B. HURD, publisher of *American Druggist*, leaves that position to become vice president of Federal Advertising Agency in charge of drug product marketing.

HAROLD HUTCHINS, publisher of *Drug & Cosmetic Newsletter*, and who writes this material for AMERICAN PERFUMER, now signs off until next month.

ADVERTISEMENT—*This entire page is a paid advertisement* *Prepared Monthly by U. S. Industrial Chemicals, Inc.*

U.S.I. CHEMICAL NEWS

February ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1948

Amino Acids Seen as Aid to Thyroid Therapy

According to recent animal experiments, some of the deleterious physiological reactions resulting from excessive use of thyroid hormone have been minimized by the administration of sulphur-containing amino acids. Methionine was found to be the most effective of these amino acids. This compound is now available in large quantities at a new reduced price.

New Field Tests Indicate High Effectiveness Of U.S.I. Insect Repellents

Studies Conducted by Institute of Parasitology Show Superior Results for Triple Mix Repellents, Dimelone and Indalone Mixtures

Throughout the summer of 1947, a group of investigators from the Canadian Institute of Parasitology tested the effectiveness of 31 recognized insect repellents under actual field conditions at Canada's Laurentides National Park. Subjects of the tests were a construction company's work crew. Members of the crew, living outdoors for about 22 hours each day, were ideal targets for predatory insects abounding in this area. When final results were compiled, U.S.I. insect repellents, based on Indalone and Dimelone ranked highest in protection to these men.

It was found, for example, that a combination of 25 per cent Indalone (reg. trade mark) and 75 per cent dimethyl phthalate was much superior to uncombined dimethyl phthalate. It provided an average protection time against black flies of about 8 hours. A combination of Indalone with Dimelone (reg. trade mark) in the ratio of 1 to 3 proved to be a "very satisfactory repellent." Dimelone when combined with dimethyl phthalate in the ratio of 3 to 7, gave protection for as long as 8 hours.

To avoid the attacks of biting insects, U.S.I. insectifuge materials—Indalone, Dimelone and Triple Mix Repellents—have proved exceptionally effective in field tests conducted in a Canadian national park.

Triple Mix Potency Proven

U.S.I.'s famous Triple Mix Repellent, was tested in two forms, as the pure liquid and in cream. "Very satisfactory" results were obtained—average protection against black flies and Tabanids lasting at least 5 hours. Triple Mix Repellent contains 6 parts by weight of dimethyl phthalate, 2 parts of Indalone, and 2 parts of Dimelone. U.S.I.'s 6-2-2 and the

MORE

Oxygenated Chemicals Are Top Products From American Hydrocarbon Synthesis

SECOND OF A SERIES

Because of the interest aroused in the Fischer-Tropsch Process by the announcement in these pages that U.S.I. would market the chemical output of the first Fischer-Tropsch plants in this country, a series of articles on this important chemical development have been prepared by the editors of Chemical News. The first of these, which appeared in the January issue, discussed the origin of the synthesis and the men who invented it. The current article describes other processes using raw materials from the Fischer-Tropsch synthesis.

Germans Stressed Fuels, Oils From Fischer-Tropsch Process, Not Chemicals

Impetus behind the development of the German Fischer-Tropsch synthesis was the urgent need for self-sufficiency in motor fuels and oils. So engrossed were German scientists and engineers in meeting this demand that emphasis was never placed on obtaining chemical raw materials directly from the process. Catalysts and operating conditions were selected to yield gasoline, diesel oil, and lubricants—rather than alcohols, aldehydes, ketones and acids. This prepossession in favor of hydrocarbons by the Germans resulted in failure to capitalize on chemicals from the synthesis.

Germans Extended Fischer-Tropsch Process

Other pressing requirements in the German economy resulted in chemicals from the Fischer-Tropsch Process even if they were not directly produced in this original synthesis. It was found that a carbon monoxide molecule could be added to double bonds in unsaturated synthetic hydrocarbons to make aldehydes. This became known as the "Oxo" process. In a subsequent step, these aldehydes were hydrogenated to make primary alcohols.

A fatty acid process, the result of much German research, became fruitful when synthetic waxes from Fischer-Tropsch synthesis became available. The waxes were blown

MORE

New Resin Book Is Most Comprehensive Since War

U. S. Industrial Chemicals, Inc., has released the first comprehensive edition of U.S.I. "Resinews" prepared since the war.

Although some of the basic raw materials for resins are still in short supply, U.S.I. points out that a number of them are once again available. This condition has permitted the company to return to the manufacture of many of its prewar resins. These, as well as the resins developed during the war years, are included in "Resinews."

Copies have already been distributed to the protective coatings industry.

New Glass Said to Resist Hydrofluoric Acid Attacks

A radically new type of glass which contains no sand is alleged to resist the corrosive attacks of hydrofluoric acid and uranium pentoxide. Major ingredient of this glass is phosphorus pentoxide, the manufacturer states. Previously, the use of hydrofluoric acid presented difficulties because it could be shipped only in lead or wax containers, while in the laboratory it had to be processed in platinum or gold retorts which prevented visual observation of chemical reactions. Potential uses for the new glass include test tubes, beakers, bottles, evaporating dishes and other containers as well as safety goggles and helmets.

CONTINUED Insect Repellents

1-3 combination of U.S.I.'s Indalone and Dimelone were the most satisfactory of all repellents tested, according to the report.

Indalone and Dimelone

Indalone (*n*-butyl 6, 6-dimethyl-5, 6-dihydro-1, 4-pyrone-2-carboxylate), which had been developed by U.S.I. prior to the last war, was the first safe and successful repellent to be used by the Armed Forces. It is a light yellow to reddish brown liquid with a mild odor and a specific gravity of 1.056 to 1.062.

Dimelone (dimethyl *cis*-bicyclo 12.2.11-5-heptene-2,3-dicarboxylate) is a water-white crystalline solid, melting point about 40 degrees C. It has a mild and pleasant odor and is soluble in Indalone and dimethyl phthalate.

It is a matter of pride to U.S.I. that of the extraordinarily small number of insect repellent materials which met the difficult war-time requirements of the Armed Services, two of the most successful—Indalone and Dimelone—should have been made by U.S.I.

Supplies on Hand

U.S.I. now supplies Indalone, Dimelone, and Triple Mix Repellent Liquid. The company also lists a Triple Mix Repellent Cream, containing 92.5 per cent of the 6-2-2 liquid mixture. All these materials are available in bulk to repellent manufacturers only.

Devises New Method For Cosmetic Color Control

A method for controlling colors of cosmetic powders, claimed to be more practicable than existing methods, was described recently before a meeting of an American scientific society. A line of face powders, the inventor explained, may include 20 shades, all within the narrow range of "flesh." This poses an exacting problem for the control chemist.

In the new procedure, the standards are made up of white papers, coated with a thin paste composed of a powder in a rapidly-drying nail lacquer of known composition. A special apparatus has been devised to coat the papers to a uniform thickness. The standard paper strips are compared with unknowns in a newly invented optical chamber.

Alcohol Is Ingredient Of New Trench Mouth Solution

According to an item in an American medical journal a treatment for trench mouth consists of irrigating the affected area with hydrogen peroxide, drying it with cotton, and soaking the area with a dye solution. The solution is described as containing crystal violet, brilliant green, alcohol, and water.

CONTINUED Oxygenated Chemicals

with air in the presence of a catalyst and the resulting acids applied to a variety of uses. One important use was a raw material in the Palatinol Process in which the acids were esterified with "Oxo Process" alcohols and other alcohols to make high boiling solvents and plasticizers.

Margarine From Coal

A unique application of well known chemistry was the "Edible Fats" process. Had it been initiated in this country, its advertisers would have publicized it as "Margarine from Coal." A purified fraction of synthetic fatty acids, eight to twenty carbon atoms in length, was reacted with synthetic glycerin to yield glycerides or fats similar to the oils in butter or oleomargarine. Glycerine was obtained synthetically by the chlorination of propylene, obtained in hydrocarbon synthesis, using the same process as developed in this country. The purified fats were emulsified in enough water to produce a butter consistency, color and vitamins added and the product distributed to German tables. In taste, appearance and utility it resembled margarine made here. Chemically it was very similar.

American Process

But the above examples are extensions to the Fischer-Tropsch Process, not part of it. The Hydrocarbon Synthesis Process from which U.S.I. will market the water-soluble oxygenated chemicals, will produce alcohols, aldehydes, ketones and acids directly. In addition, because of American engineering, it will incorporate vast improvements which will produce chemicals at costs competitive with those from other sources. With these materials, U.S.I. can increase its already extensive service to the chemical industry.

TECHNICAL DEVELOPMENTS

Further information regarding the manufacturers of these items may be obtained by writing U.S.I.

For proper floor finishing and maintenance, a compact slide-rule guide has been made available which is said to supply information on the proper finishing materials and application methods for all types of floors. **(No. 285)**

A portable hydrogenation unit is described as compact and completely mobile, and is probably the first of its type to be marketed commercially. **(No. 286)**

Data on material handling are contained in a new directory said to be the first compendium of material handling equipment ever published. **(No. 287)**

A glass that conducts electricity is said to be fully transparent and may be heated to almost any desired temperature. **(No. 288)**

A microscope no larger than a fountain pen is adjustable to give 40, 50 or 60 power self-illuminating magnification, the makers state. It is said to be useful in examining minute detail in shop, office, or laboratory. **(No. 289)**

A stain-, scar-, and flame-resistant flooring is alleged to possess an excellent resilience, yet longer wearing qualities than rubber floor covering. Neither moisture nor alkalis will injure this material, it is stated. **(No. 290)**

A "superstrong" industrial tape is described as combining two materials: a fiberglas cloth backing having exceptional strength and resistance to deterioration, and a vulcanizable adhesive mass that more than doubles its strength after curing. **(No. 291)**

Silica powder of microscopic fineness and high purity is claimed to form staple suspensions in water and in many organic liquids. Greater strength and improved pigment dispersion results, according to the manufacturer, when this powder is added to many plastic materials. **(No. 292)**

A new line of foil wrappings, said to be suitable for use on standard machines, is claimed to make strong heat seals and offer excellent protection against moisture, odors, and sunlight. **(No. 293)**

A "robot chemist" which determines the chemical content of gases and vapors quickly and accurately, and which automatically records its findings, is said to be so sensitive that it can detect traces of gas in proportions as low as 1 in 100,000. **(No. 294)**

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OXALIC ESTERS
Dibutyl Oxalate
Diethyl Oxalate

PHTHALIC ESTERS
Diamyl Phthalate
Dibutyl Phthalate
Diethyl Phthalate

OTHER ESTERS
*Diatol
Diethyl Carbonate
Ethyl Chloroformate
Ethyl Formate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-o-tho-toluidide
Acetoacet-para-chloranilide
Alpha-acetylbutyrolactone
5-Chloro-2-pentanone
5-Diethylamino-2-pentanone
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Alpha-Oxalpropionate
Ethyl Sodium Oxalacetate
Methyl Cyclopropyl Ketone

ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.

FEED CONCENTRATES
Riboflavin Concentrates *Vacatone 40
*Curbay B.G. *Curbay Special Liquid

ACETONE
Chemically Pure

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Congo Gums—raw, fused & esterified
*Araplaz—alkyds and allied materials
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OTHER PRODUCTS
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Ethylene Glycol
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THE ROUND TABLE –

New York State Bar Assn. Considers Robinson-Patman Act

The New York State Bar Association's Section on Food, Drug and Cosmetic Law met January 21 and 22 in New York, N. Y., in a symposium on Section 2 of the Clayton Act as amended by the Robinson-Patman Act. The presiding officer was Charles Wesley Dunn, Chairman of the Section. The Hon. Robert E. Freer, Chairman, Federal Trade Commission, made an introductory statement.

Papers presented were: January 21: "Sec. 2 (a): Its Application to a Quantity Price," Everette MacIntyre, Chief, Division of Anti-monopoly Trials, Federal Trade Commission; John T. Haslett, Member of Illinois Bar.

"Sec. (d)-(e): Its Reference to Proportionally Equal Terms," Philip R. Layton, Principal Attorney, Federal Trade Commission; Gilbert H. Montague, Member New York Bar.

"Sec. 2 (f): Its Significances," Austin H. Forkner, Trial Attorney, Federal Trade Commission; Edward F. Howrey, Member District of Columbia Bar.

Following luncheon, the following papers were presented:

"Sec. 2 (a): Its Application to a Basing Point Delivery Price," Walter B. Wooden, Associate General Counsel, Federal Trade Commission; Albert E. Sawyer, Member District of Columbia Bar.

A round-table discussion was next offered with William T. Kelley, General Counsel, Federal Trade Commission; Parker McCollester, Member New York Bar; S. Chesterfield Oppenheim, Professor of Law, George Washington University, and Breck P. McAllister, Member New York Bar, participating.

The meeting on January 22 was designed to provide constructive discussion of the food, drug and cosmetic law, in general, and of the Federal Food, Drug and Cosmetic Act, in particular.

Following reports by officers and standing committees, papers on the Act were:

"Administrative Progress of the Act," Dr. Paul B. Dunbar, Commissioner of Food and Drugs, Federal Security Agency.

"Judicial Progress of the Act," Daniel P. Willis and William W. Goodrich, Office of General Counsel, Federal Security Agency, Food and Drug Division.

"Responsibility for Procuring Distribution of a Product Under Act," Vincent A. Kleinfeld, United States Department of Justice.

"General Philosophy of Food and Drug Legislation," Frederic P. Lee, Member of District of Columbia Bar.

In the afternoon, following reports by executive and special committees, papers on Federal Food, Drug and Cosmetic Act were:

"Food Standard Law of Act," H. Thomas Austern, Member of District of Columbia Bar.

"Some Drug Problems Under Act," Carl M. Anderson, Member of New York Bar.

"Impact of Act on Cosmetic Industry," S. L. Mayham, Executive Vice-President, The Toilet Goods Association.

"Concept of Failure to Reveal Material Facts in Labeling Under Act," Edward Brown Williams, Member District of Columbia Bar.

"Progress of Product Liability Law," Bradshaw Mintener, Member Minnesota Bar.

Tax Collections on Cosmetics Decline

Taxes collected through the 20 per cent excise tax on cosmetics for the year 1947 amounted to $93,614,038. This represents a slight decline from the preceding year when this tax amounted to $97,662,054.

Gathered for the 53rd annual sales conference of Magnus, Mabee & Reynard, Inc., were sales representatives, executives, and technical staff. They were joined by guest speaker Arthur Wallander, Police Commissioner of New York City, guests from allied industries, and members of the press at the banquet held January 5 at New York's Manhattan Club

Percy C. Magnus, (right) president of Magnus, Mabee & Reynard makes a presentation for fine service to William Fischer at the banquet. The three-day sales conference was held at the Hotel Warwick January 3-5

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Martin Schultes Given Television Set Before Going to Hospital

The affection and respect in which Martin Schultes, founder of the BIMS and chairman of the organization since it has been in existence, is held by his host of friends was fittingly shown on the evening of January 22 when the annual dinner of the association was held at the New York Athletic Club.

Martin Schultes

Each member and guest at the big banquet signed a menu card from each table; and the collected cards were taken to Mr. Schultes who unfortunately was taken to Doctors' Hospital on the afternoon of the annual winter banquet. Just prior to his departure for the hospital he had a glimpse of one of the latest television sets which was installed in his home that day as a gift from the members of the association. It had been planned to make the formal presentation at the banquet but his sudden illness made that impossible.

The banquet was held as usual but due to the absence of Mr. Schultes the customary hilarity was absent. Latest reports indicate that Mr. Schultes is recovering satisfactorily from a serious stomach ailment.

Dr. Walter Phillips Organizes Phillips Scientific Laboratories

Dr. Walter Phillips, who has been identified with the essential oil and flavor industries for years, has organized Phillips Scientific Laboratories with offices and laboratories at 467 Elm St., Kearny, N. J. The company manufactures flavors for the flavoring extract, ice cream, baking and confectionery industries. Samples and full information about the new line of flavors will be sent on request.

Charles M. Dooley Manages Merchandising & Consumer Research

Charles M. Dooley has been appointed manager of the Merchandising and Consumer Research Divisions of the Glass Container Division of Owens-Illinois Glass Co. After 10 years in advertising agency work in Chicago, Mr. Dooley came with Owens-Illinois to join the merchandising division. Later he was made manager of the Market and Consumers Research division. Walter D. Plummer has been appointed as Mr. Dooley's assistant.

Essential Oil Industry Not to Reach Normalcy in 1948

William Schilling, Jr., speaking at the annual meeting of the Essential Oil Association of U. S. A., held January 9 at the Hotel Warwick, New York, N. Y., referred to the problems facing the industry, said: "Like many other industries, we have our problems—in view of inflationary prices and the unstable relationship between demand and supply, inventory has been one of the more serious. To this must be added the general overall international situation in which import licenses, exchange controls and restrictions have been imposed to assure a stable economy.

"I believe that the essential oil industry will not reach normalcy during the coming year as too many problems of a domestic and international character face us. While domestically we have experienced a

Wm. Schilling, Jr.

Hanz P. Wesemann

free economy with government controls and regulations relaxed, this situation is not true internationally, in view of the actions taken by the many countries throughout the world. Of great importance in this respect is the recent Geneva conference—the lower tariff rates on essential oils and aromatic chemicals will no doubt have their effect in the next 12 to 18 months on the products we distribute."

Following is a list of officers elected at the meeting: President, William Schilling, Jr., Norda Essential Oil and Chemical Co., New York, N. Y.; Vice-President, Hanz P. Wesemann, Fritzche Brothers, Inc., New York, N. Y.; and Secretary-Treasurer, R. B. Magnus, Magnus, Mabee & Reynard, Inc., New York, N. Y. The executive committee consists of Frederick G. Buehler, George Lueders & Co., Inc., New York, N. Y., and Gerard J. Danco, Gerard J. Danco, New York, N. Y. The managing director of the association is Ray C. Schlotterer.

Survey Course For The Cosmetic Industry

A survey course, "The Cosmetic Industry: A Technical and Production Survey" will be given for the first time during the Spring term by New York University.

J. George Fiedler of the Kelton Chemical Co. will be permanent chairman. Guest lecturers will include: Louis Amsterdam, van Ameringen-Haebler, Inc.; Herman Brooks, Alexandra de Markoff, Inc.; James Hall, Whittaker, Clark & Daniels, Inc.; Dr. Harley A. Haynes, Jr., Chief of Dermatology, City Hospitals, Akron, Ohio; Harry Hilfer, Emulsol Corp.; Dr. Paul Lauffer, George W. Luft Co.; Dr. Emil G. Klarmann, Lehn & Fink, Inc.; Gilbert Miles, Colgate-Palmolive-Peet Co.; McKay McKinnon, Jr., Food & Drug Administration; Abe Rosenbaum, Durlin Co.; Dr. Walter A. Taylor, Pond's Extract Co.; Dr. Everett G. McDonough, Evans Research & Development Corp.

Topics to be discussed include: History Economic Growth and Development of the Industry, Raw Material, Major Preparations including emulsions and other dispersed systems, Control and Test Methods, Manufacturing Procedures, Legal Regulations, Allergies and associated medical problems.

The course will meet on fifteen successive Tuesday evenings from 6:15 to 8:00 p.m., beginning February 17. The fee for the course is $25.

Further information may be secured from the Division of General Education, New York University, 100 Washington Square.

Klein Again Directs Aromatics Course at N.Y.U.

Samuel Klein, perfumer for Synfleur Scientific Laboratories, Inc., Monticello, N. Y., will again instruct the course in aromatics, "Evaluation and Olfactory Testing of Perfume Oils," offered by New York University. Some previous experience with perfume oils is required of registrants with this course. The class is limited to 25 students and meets on Monday evenings from 6:15-8:00 p.m. The course began February 9 and ends May 24.

Samuel Klein

The course, offered last Fall, has proved to be very popular.

G. H. Stanton Elected President of Perfumers

George H. Stanton, assistant division manager of U. S. Industrial Chemicals, has become president of the Chicago Perfumery, Soap and Extract Assn.

George H. Stanton

Other newly elected officers of the association are: James T. Leavitt, Wm. J. Hough Co., vice president; James L. Johnson, G. Barr & Co., secretary; J. C. Browning, Commercial Solvents Corp., treasurer.

American Society of Perfumers Holds First Annual Meeting

The first annual meeting of the American Society of Perfumers was held January 21 at the Advertising Club, New York, N. Y.

At that time the following officers were re-elected: President, William H. Dunney, Sr., Ungerer & Co.; Vice-President, Dr. A. T. Frascati, Firmenich & Co., Inc.; Secretary, William H. Barlow, Orbis Products Corp.; Treasurer, R. B. Houk, Dodge & Olcott, Inc.

The executive committee elected was: George J. Tombak, E. I. du Pont de Nemours & Co., Inc.; Joseph Balsam, Givaudan-Delawanna, Inc.; Fred W. Fielding, S. B. Penick & Co., and Basil A. Pegushin, Schimmel & Co., Inc.

The membership committee consists of: George H. Mann, Norda Essential Oil and Chemical Co., Inc., chairman; George H. Zirkel, P. R. Dreyer; Jacques A. Masson, Ph. Chaleyer, Inc.; William H. Dunney, Jr., Ungerer & Co., Inc., and Frank Spitaleri, Polak's Fruital Works.

Plans are being consummated for a busy and beneficial year. Interest in the Society is attaining nationwide proportions as evidenced by applications for membership.

Sam Keiffer, Jr., Represents Norda in St. Louis

Sam J. Keiffer, Jr., is now representing Norda Essential Oil and Chemical Co., New York, N. Y., in St. Louis, Mo. He formerly operated with his father in this territory, calling on the trade in St. Louis, Kansas City, St. Joseph and Centralia, Ill.

Dr. E. Guenther To Investigate Citrus Oils in South and West

Dr. Ernest Guenther, Vice-President and Chief Chemist of Fritzsche Brothers, Inc., will investigate the latest developments in the production of citrus oils in Florida, Texas and California. In San Francisco he will lecture before the Institute of Food Technologists February 19, and before a meeting sponsored jointly by the Flavor and Extract Manufacturers Assn. of Southern California and the Institute of Food Technologists of Southern California, February 26.

Dr. Ernest Guenther

R. R. Coleman Joins Evans Research Staff

H. Roger Coleman, previously consultant in powder metallurgy, has joined Evans Research & Development Corp., New York, N. Y. He will spend a considerable amount of his time on technical market surveys.

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Sheffield Elected Director of Chlorine Institute

W. H. Sheffield, Jr., secretary and member of the Board of Directors of Innis, Speiden & Co., New York, N. Y., has been elected a director of The Chlorine Institute for a two-year term.

W. H. Sheffield, Jr.

Mr. Sheffield's election fills the vacancy left by Eben C. Speiden, vice-president and works manager of the ISCO Chemical Division of the firm, who retired from active duty last month. Mr. Speiden served as president of The Chlorine Institute from the first meeting of the Board of Directors in 1924 until 1934. From that date until his retirement he has been vice-president of the Association.

California Cosmetic Assn. Elects New Officers

The newly elected officers of the California Cosmetic Association, Hollywood, Calif., are: President, Arnold L. Lewis, Howe-Lewis, Inc.; 1st vice-president, Sterling F. Mikeselle, Mikeselle Laboratories; 2nd vice-president, Alan Coghlan, Nethercutt Laboratories; treasurer, Carl Mitchell, "42" Products, Ltd.; secretary, Miss Gene Salee, Gene Salee, Inc.

Trustees are: Lucile Bullock, Physician's Formula Co.; Selwyn G. Davis, Sara Cooley Cosmetics; Davis Factor, Max Factor & Co.; Mauro Herrera, Nourishine Sales Co.; Harry P. Willats, Colonial Dames, Inc.; Jess McBee, E. N. Rowell Co., Inc.; and Ben Cottle, Givaudan-Delawanna, Inc.

Gail B. Selig will continue to serve as counsel and Lilliam D. Nelson has been reappointed executive secretary for another year.

Monthly luncheons will be held under the auspices of the Association on the first Wednesday of each month, and will be open to the entire membership. Quarterly dinner-meetings started with the Installation Meeting, held February 6, under the chairmanship of incoming President Lewis and the outgoing president, Mauro Herrera. Subsequent meetings will be held under the chairmanship of Alan Coghlan, Gene Salee and Carl Mitchell. The annual dinner-dance will be held in November under Sterling Mikeselle.

U. S. Industrial Chemicals Elects William P. Marsh

William P. Marsh, Jr., has been elected executive vice-president of U. S. Industrial Chemicals, Inc., according to an announcement by Glenn Haskell, president.

William P. Marsh

Mr. Marsh has been a vice president of the company since 1943, and a director since April, 1947. He joined U. S. I. ten years ago. Previous to that time, following graduation from Yale University in 1930, he was associated with Haskins & Sells. He is a native of New Jersey.

Dr. Bjorksten Speaks Before Plastic Wall Tile Manufacturers

Dr. Johan Bjorksten, President of Bjorksten Research Laboratories, Chicago, Ill., presented a paper, "Improvements in Surface Characteristics of Plastic Tile," at a meeting of the Plastic Wall Tile Manufacturers Institute, Inc., in Pittsburgh, January 12.

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CHAPTER II—THE CHEMISTRY & FUNCTION OF ESSENTIAL OILS IN PLANT LIFE. By A. J. Haagen-Smit. The Chemistry of Essential Oils; The Origin of Essential Oils; The Function of Essential Oils in Plants.

CHAPTER III—THE PRODUCTION OF ESSENTIAL OILS: METHODS OF DISTILLATION, ENFLEURAGE, MACERATION, AND EXTRACTION WITH VOLATILE SOLVENTS. By Ernest Guenther.

A. DISTILLATION OF ESSENTIAL OILS. Treatment of the Plant Material; General Methods of Distillation; Equipment for Distillation of Aromatic Plants; Practical Problems Connected with Essential Oil Distillation; Hydrodistillation of Plant Material at High and at Reduced Pressure, and with Superheated Steam, Field Distillation of Plant Material; Rectification and Fractionation of Essential Oils, Hydrodistillation of Essential Oils at High and Reduced Pressure, and with Superheated Steam.

B. NATURAL FLOWER OILS. Extraction with Cold Fat (Enfleurage)—Preparation of the Fat CORPS, Enfleurage and Defleurage, Alcoholic Extracts, Absolutes of Enfleurage, Absolutes of Chassis; Extraction with Hot Fat (Maceration) and Extraction with Volatile Solvents—Selection of the Solvents; Apparatus of Extraction; The Evaluation of Natural Flower Oils and Resinoids.

C. CONCENTRATED, TERPENELESS AND SESQUITERPENELESS ESSENTIAL OILS.

CHAPTER IV—THE EXAMINATION & ANALYSIS OF ESSENTIAL OILS, SYNTHETICS, AND ISOLATES. By Edward E. Langenau. Introduction; Sampling and Storage; Determination of Physical Properties; Special Tests and Procedures; Detection of Adulterants; A Procedure for the Investigation of the Chemical Constituents of an Essential Oil; Suggested Additional Literature.

APPENDIX—Use of Essential Oils; Storage of Essential Oils; Tables of Boiling Points of Isolates and Synthetics of Reduced Pressure; Conversion Tables.

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These experts collaborated with Dr. Guenther in preparation of Volume I:

A. J. HAAGEN-SMIT, Ph.D., professor, Bioporganic Chemistry, California Institute of Technology, Pasadena, Calif.

EDWARD E. LANGENAU, B. S., Director of Analytical Laboratories, Fritzsche Brothers, Inc., New York, N. Y.

GEORGE URDANG, Ph.G., D.Sc. Nat., Sc.D., Director, American Institute of the History of Pharmacy, Madison Wisc.

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William Kammerer Joins Lueders' "Veteran's" Organization

William F. Kammerer, manager of the Chicago branch of George Lueders & Co., New York, N. Y., was welcomed on January 22 as the thirty-ninth member of the "Veterans'" Organization, which is made up of employees who have been with the company 25 years or longer.

Mr. Kammerer was in New York for the occasion and was presented with a wrist watch and luggage at a luncheon which was tendered him by the company.

Of the 39 members of the Organization, three can boast over 50 years with the company, while several more are approaching the half-century mark.

Dodge & Olcott Receives Safety Council Award

An Award of Merit has been presented to the New York plant of Dodge & Olcott, Inc., New York, N. Y., by the Greater New York Safety Council, Inc., for the excellent record the plant has achieved in minimum loss of man-hours as a result of accident. The plant has a record for a six-month period of 175,075 man-hours with no time lost resulting from accident.

Advanced By Heyden Chemical Corporation

Simon Askin and Dr. Ralph N. Lulek were named vice-presidents and were elected to the board of directors. Clarence Capes was also elected a director. The announcements were made by B. R. Armour, president.

Simon Askin

Dr. Ralph N. Lulek

Mr. Askin has been associated with Heyden since 1943 and has been an officer of the company since 1945. Dr. Lulek has been research manager of Heyden since 1946 and has had charge of the ammonia and the antibiotic divisions of the company.

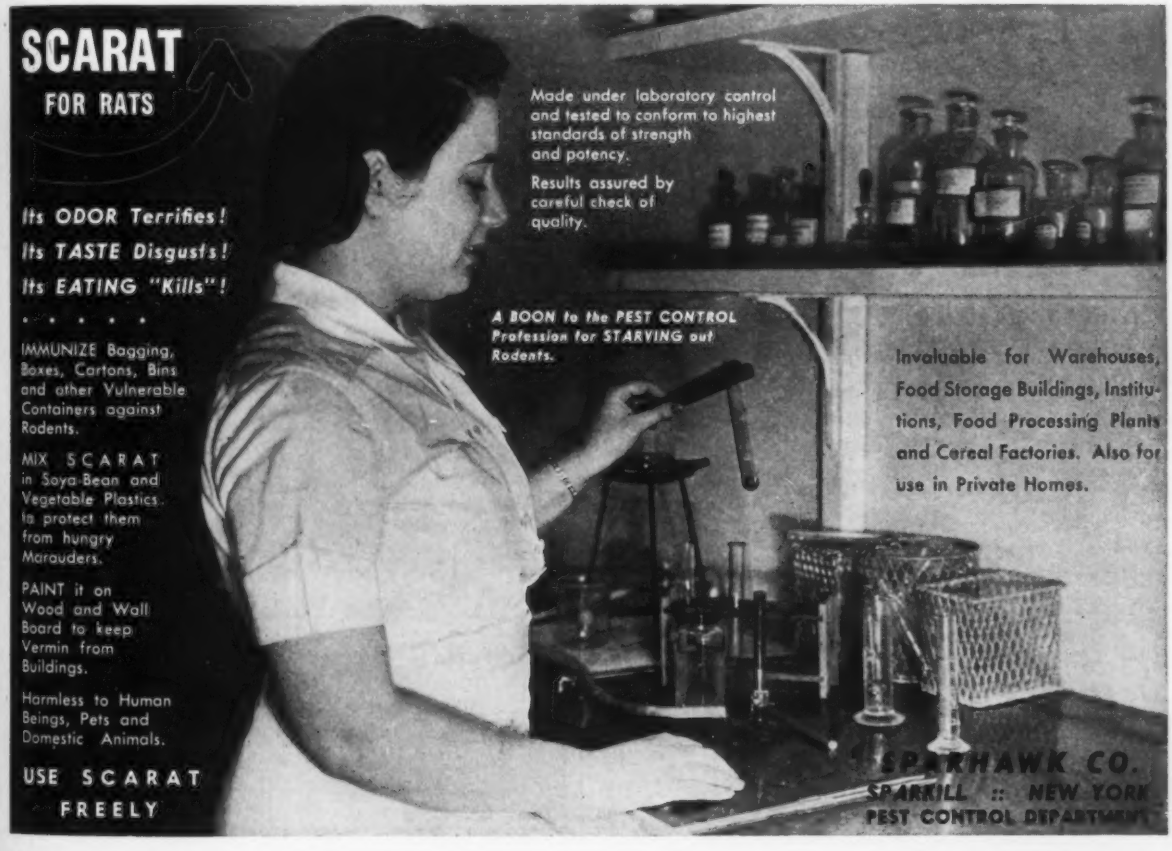
Norman Jones Joins Fritzsche Brothers, Inc.

Norman Jones has joined the sales staff of Fritzsche Brothers, Inc. Since his graduation, in 1931, from the Ontario College of Pharmacy, Mr. Jones was identified with department store sales and merchandising, particularly of pharmaceuticals, perfumes and cosmetics. For the past five years, he was sales manager for Elizabeth Arden of Canada, Ltd.

L. H. Carlson Represents Polak & Schwarz

Benjamin d'Ancona, secretary of Polak & Schwarz, Inc., New York, N. Y., has announced the appointment of L. H. Carlson as sales representative covering Detroit, Cleveland, Buffalo, Rochester and Newark.

Mr. Carlson has served the drug, food and cosmetic trade in this territory for 25 years. He is a graduate of the Sheffield Scientific School of Yale University, having majored in organic chemistry. He served as a Lieutenant with Chemical Warfare in Washington, D. C., during World War I, and has been research organic chemist with Frederick Stearns & Co.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Kraaz Becomes Division Manager of G. S. Ziegler

G. S. Ziegler, general manager of G. S. Ziegler & Co., has announced the appointment of Heinz W. Kraaz as manager of the wax department. Mr. Kraaz has long been identified with the wax business and recently resigned as vice-president of the wax and oil division of the Allied Asphalt and Mineral Corp.

Heinz W. Kraaz

A modern plant comprising the latest wax manufacturing facilities will shortly be in operation at the Ziegler New Market, N. J., plant.

H. K. Hastings, who has been associated with Mr. Kraaz for the past several years, has also joined Ziegler & Co. Mr. Hastings will be in charge of wax production, under Donald C. Nelson, general production manager.

Another addition to the Ziegler staff is Walter A. Chaskel, formerly in charge of the Natural Wax Division, War Production Board, Washington, D. C. It is felt that Mr. Chaskel's experience will render valuable assistance to the trade, particularly in the field of carnauba, ouricury, bees, candelilla and other natural waxes.

Forsman Becomes BIMS Chairman

At the anual BIMS banquet, held January 22 at the New York Athletic Club, Peter Forsman was installed as executive chairman. He succeeds Martin Schultes.

Cosmetic Credit Men Honor Retiring Chairman Gus Wohlfort

Informal gayety was the rule at the annual banquet of the Drug, Cosmetic and Chemical Credit Men's Association at the George Washington Hotel, New York, N. Y., on the evening of January 30. The members and their guests arrived at 6 p. m. for cocktails after which a sumptuous banquet was enjoyed to the accompaniment of excellent vocal and instrumental music.

At the conclusion of the banquet a handsome traveling case was presented to Gus Wohlfort, retiring chairman. The presentation was made

Chairman Owen D. Clayton, Vice Chairman Charles F. J. Noble, Treasurer William J. Miles and Secretary Andrew E. Dragoset

by Chairman Owen D. Clayton, the newly elected chairman. A glassware set was also presented to Mrs. Gerard W. Bauer. Mrs. Bauer following her marriage resigned from the Kranich Soap Co. and naturally will no longer represent the company at the monthly meetings.

Officers of the group for 1948 are Owen D. Clayton, chairman; Charles F. J. Noble, vice chairman; William J. Miles, treasurer; and Andrew F. Dragoset, secretary. Nat Otte, the popular group secretary, will continue to serve the association as in the past.

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B-W Lanolin the superior quality puts into your cream that which gives the skin that smooth soft velvety feeling.

B-W Lanolin will never cause your cream to darken, is best by test and contains over 15% free and combined Cholesterol.

No other base used in your cream, equals the merits of B-W Lanolin.

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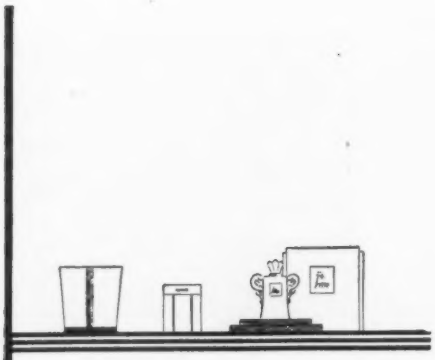

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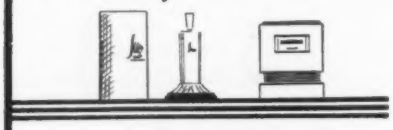

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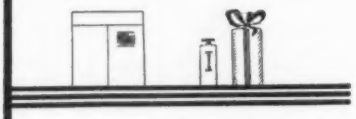

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Obituary

Louis Roure

Louis Roure chairman of the board of Société Anonyme des Bertrand Fils & Justin Dupont, Grasse and Argentueil, France, represented by Roure-Dupont, Inc., N. Y., died December 26, 1947, at his residence in Paris.

Louis Roure

Mr. Roure devoted his entire business life to the company. As head of one of the oldest and better known houses in the French floral and aromatic products industry, he won world-wide respect for his sterling character, his enterprise and achievements as a business leader and for his contributions to the development of the industry.

Mr. Roure was born on September 15, 1876, in Grasse at the time when his father, Louis Maximin Roure, succeeded in manufacturing the first concrete essences which stimulated the rapid expansion of the perfume industry of Grasse. He studied at the College of Grasse and at the death of his father in 1898, he entered the firm officially at the side of his brother-in-law, Jean Amic. Being already familiar with the great ramifications of the industry, he became easily one of the leaders in the field and made many trips throughout the world.

In 1900, Louis Roure seeing the possibility, in the field of synthetic products, established with the help of Justin Dupont, and under the latter's name, extensive laboratories for the manufacture of synthetic products.

In 1926 the two firms were consolidated under the name of Société Anonyme des Establissements Roure-Bertrand Fils & Justin Dupont and Louis Roure became president. His government recognized his services to the French industry by decorating him with the Legion of Honor of which he became an officer and in 1938 commander.

He was also elected the first president of the Syndicat de Produits Synthetiques pour la Parfumerie. He had also served as a member of the Chamber of Commerce of Nice and of the Alps Maritimes and was also counselor general of the department of Alps Maritimes.

A man of vision and courage, Mr. Roure never ceased to stress cooperation of all and his counsel was sought and appreciated by the entire perfume industry in France. The perfume industry all over the world has lost one of its leaders.

Harry Broder

Harry Broder, president of Broder Industries, died February 9, in New York, N. Y., at the age of 54.

Mr. Broder, who was born in New York, started as a designer in the container industry. He founded the Standard Novelty Works in 1931, and incorporated it into Broder Industries in 1945. He is survived by two sisters: Mrs. Celia Malamuth and Mrs. Zena Finklestein; and two brothers, Simon and Samuel Broder. Mr. Broder was active in the Guild for the Jewish Blind and the American Red Cross.

John L. Dunnock

John L. Dunnock, a member of the executive staff of Swindell Brothers, Inc., Baltimore, Md., died suddenly at the company factory January 21. He had been associated with the company for the past 56 years. Mr. Dunnock is survived by his widow, Mrs. John Dunnock.

PLYMOUTH WAXES *for* CREAMS

This Spermaceti should not be confused with inferior hydrogenated sperm oils which are sometimes offered as Spermaceti The Plymouth Brand is the finest which can be produced and is produced from Genuine Sperm Oil by the cold pressing method. It is a very white crystalline wax containing no free oil, has a very low Iodine number and is free of any offensive odors.

PLYMOUTH Ozokerites

We offer two grades One is the highest quality obtainable, 76°-78° C melting point and the other grade lower in price and of lower melting point 66°-68° C. Both are guaranteed 100% Pure Bleached Ozokerites.

PLYMOUTH Sun-bleached White Beeswax U. S. P.

This is guaranteed to be a 100% Pure Beeswax and sun-bleached It is refined by the centrifugal method which removes all and every trace of foreign matter: We will gladly send samples.

PLYMOUTH White Cirine Wax

A special grade of White Ceresin Wax prepared for the cosmetic trade Absolutely white and odorless. It has a melting point corresponding to that of Beeswax so that in using it in connection with Beeswax in cream any "lumpiness" is avoided. Its use will also produce a very glossy cream.

We offer all grades of the U S. P fully-refined Paraffin Waxes.

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KOMMON SCENTS!

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Not to be outdone, the Cosmetic Industry will undoubtedly compile its own "Ten Best of 1947." This will probably be rendered by those callous critics, Dun & Bradstreet.

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MARKET REPORT

Further Losses in Essential Oil Prices

THE price trend in certain miscellaneous items over the past month was rather mixed. Synthetic refined camphor prices were reduced from 3¢ to 6¢ per pound. Menthol lost some ground from the recent high level of $9.50 per pound while principal soap making materials were generally firm after registering rather substantial advances during the early part of the period under review.

INCREASED PRICES OF COAL CHEMICALS

Among the principal developments in the raw materials market was an increase in prices of three major coal chemicals from which a great many aromatic chemicals are derived. Benzol was advanced 2 cents a gallon while two other basic materials, toluol and xylol, were moved up 5 cents and 3 cents per gallon respectively. Supplies of benzol appeared to be in reasonable balance with demand but the market could not be described as easy in the face of a strong call for the material and prospects of a more pressing demand for goods as the new year gets underway. Shortage of fuel oil has in some instances forced producers to use tar for fuel, and in view of pressing demands for steel, producers have not been able to give as much attention to the chemicals derived from cokeoven operations.

Cost of naphthalene, another major source of organic and aromatic chemical products has been steadily increasing in keeping with higher costs and the growing pressure of demands. The article is quite critical in supply.

The first month of the new year brought about further losses in prices of several essential oils. The losses however were not as great as those registered in recent preceding months. With the cost of producing such oils having increased in keeping with mounting wages and transportation charges, trade factors believe that many of the oils have about reached the bottom on the decline.

Outlook regarding future demand for Italian lemon oil has become rather clouded in view of higher shipping prices from the primary center. While a recent shipment of lemon from Italy was found to be of excellent quality replacement costs are at a level that make it difficult for importers to obtain orders because of the more reasonable levels prevailing on California oil. The firmer trend of prices in Italy were attributed to a greater demand for material for the account of Great Britain. Other Italian oils namely bergamot and orange held fairly steady. There were sufficient quantities of bergamot oil available in the local market to meet the requirements of the regular consuming trade. Among the seed and spice oils, coriander, cardamom and dill are all scarce and held at prices well above those prevailing at the end of last year. There was little dillseed to be had anywhere and spot prices on dillseed oil advanced to the highest level in many years. Demand for coriander oil has been active but dealers have been reserving very limited quantities for the regular consumer trade in the absence of imports from Russia for many months. Anise and cassia have developed a steadier tone.

Reports concerning a record high consumption of mint oils have in some measure been substantiated by the tremendous jump in sales of certain types of confections. Both spearmint and peppermint are featured by a generally strong tone. Recent turn of events in Java may bring about a considerable expansion in exports of certain oils including citronella and vetivert. Greater supply of Java citronella would undoubtedly be reflected in an increased production of synthetic menthol which has been meeting with increased favor by several major consumers because of the abnormally high prices prevailing on natural menthol. Some major consumers have indicated that they have been using fair quantities of synthetic menthol and that they plan to continue using this material as long as the cost of natural menthol remains at a high price level.

ARRIVAL OF NATURAL MENTHOL

Arrivals of natural menthol on three steamers from Japan served to have an easier influence on prices here but the prices ranging from $8.90 to $9 per pound for the natural product were still regarded as too high when compared with prewar prices of around $3 to $3.50 per pound. Since Japan was the world's largest producer of natural menthol with China running second in place, trade factors believe that authorities in Japan will make every effort to encourage production. As soon as economic conditions improve, China will likewise step up production.

For a time, because of the hardening price trend in virtually all soap making materials, non-refiners were inclined to hold crude glycerin for better prices but a sudden reversal in fats and oils caused holders of crude to modify their ideas. Demand for refined glycerin was reported as active. All major consumers were able to obtain deliveries promptly but producers pointed out that there was no surplus on hand.

With the exception of benzoin and arabic, various gums were featured by a generally firm tone. Karaya gum was in active demand. According to data just completed September imports declined to 134,260 pounds in contrast to 208,135 pounds imported in August.

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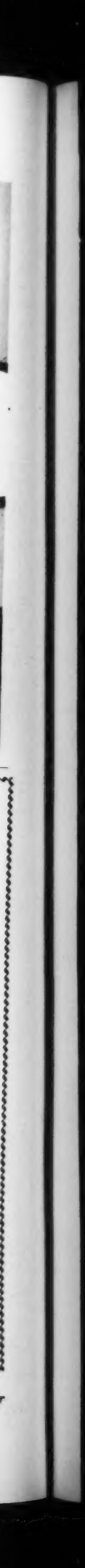
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